43940-1.14

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No.4 May 1991

EASTERN REGION (ECPO)

Alfred University
Babson College
Bard College
Bentley College
Boston College
Boston University
University of Bridgeport
Brown University
Buffalo State College
Clarkson University
Columbia University
University of Connecticut
Cornell University
CUNY -Bernard M. Baruch
CUNY - Baruch College - Business & Public Administration
CUNY - City College
CUNY - Hunter College
Dartmouth College
Eastern Connecticut State University
Fordham University - Lincoln Center
Fordham University
Franklin Pierce College
Husson College
The King's College
LeMoyne College
University of Maine-Orono
Manhattan College
Manhattanville College
Marist College
MIT
MIT - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New Hampshire College
Northeastern University
Pace University-New York City
Pace University-Westchester
Polytechnic University
Post College
Pratt Institute
Rensselaer Polytechnic University
Regis College
Rhode Island School of Design
University of Rhode Island
Roberts Wesleyan College
Rochester Institute of Technology
University of Rochester
University of Rochester-W.E. Simon Graduate School of Business
Sacred Heart University
Saint Anselm College
St. John Fisher College
St. Joseph's College
Siena College
SUNY - Brockport
SUNY - Buffalo
SUNY - Cortland
SUNY - Geneseo
SUNY - Plattsburgh
SUNY - Purchase
Syracuse University
Tufts University
Union College
Vassar College
Wells College
Westminster College
Williams College
Worcester Polytechnic Institute

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Eastern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, 1991 through May 6, 1991) and cumulatively (September 1, 1990, through May 6,, 1991). The block tables list data for the cumulative period, and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	20	273	$26885	$26609	$32000	$26500	$22500	113	2304	$27429	$26667	$31000	$28000	$23500
BUSINESS ADMIN (INCL MGMT	3	94	27667	23730	*	*	*	17	653	27136	23520	*	*	*
DISTRIBUTION MANAGEMENT	+	5	+	26340				+	14	+	26900			
ECONOM & FINANCE (BANKING	30	179	30060	27327	35000	29500	23000	51	880	28563	25814	32000	28000	22500
HOTEL/RESTAURANT MGMT.	+	10	+	21340				+	49	+	21165			
HUMAN RSRCS (incl LABOR R	+	4	+	24650				2	72	26500	24612	*	*	*
MANAGEMENT INFO SYSTEMS	2	27	23800	28819	*	*	*	15	248	28947	28407	*	*	*
MARKETING/MARK MGMT (RESR	8	151	21681	24641	*	*	*	24	793	21198	23825	25000	21500	16000
REAL ESTATE	+	1	+	24000				+	6	+	20887			
COMMUNICATIONS														
ADVERTISING	1	3	21500	18500	*	*	*	3	46	19467	20938	*	*	*
COMMUNICATIONS	+	12	+	19399				3	139	20667	21750	*	*	*
JOURNALISM	2	7	20200	21989	*	*	*	3	81	18800	19955	*	*	*
TELECOMMUN/BROADCASTING	+	17	+	24658				+	39	+	23784			
EDUCATION														
ELEMENTARY EDUCATION	1	19	30000	21121	*	*	*	8	227	22499	20080	*	*	*
PRE-ELEMENTARY EDUCATION	+	+	+	+				1	27	17000	16647	*	*	*
PHYSICAL EDUCATION	1	4	14400	19900	*	*	*	2	25	14700	19245	*	*	*
SPECIAL EDUCATION	+	1	+	18807				+	42	+	22847			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	1	4	32500	24550	*	*	*	1	16	32500	20681	*	*	*
TEXTILES & CLOTHING	+	12	+	21000				+	52	+	21721			
MERCHANDISING MANAGEMENT	3	7	22833	19343	*	*	*	3	31	22833	20926	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	22100				1	19	17000	21401	*	*	*
LETTERS (incl English, Li	3	10	24667	22377	*	*	*	3	77	24667	21725	*	*	*
VISUAL & PERFORMING ARTS	1	6	20000	20417	*	*	*	3	51	22833	19979	*	*	*
HUMANITIES - OTHER	+	9	+	22433				2	50	23500	22832	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				3	41	21500	20966	*	*	*
HISTORY	+	6	+	23167				2	37	20000	22506	*	*	*
POLITICAL SCIENCE/GOVT	1	11	21000	22850	*	*	*	4	94	23425	22294	*	*	*
PSYCHOLOGY	4	16	27750	22881	*	*	*	4	107	27750	19863	*	*	*
SOCIOLOGY	1	4	16344	20336	*	*	*	2	46	17172	19830	*	*	*
SOCIAL SCIENCES-OTHER	12	22	28125	24949	*	*	*	17	82	25241	20939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	3	17	33107	30268	*	*	*	7	105	32942	30256	*	*	*
AGRICULTURAL	2	14	22500	30224	*	*	*	2	35	22500	30669	*	*	*
ARCHITECTURAL	+	7	+	32179				+	44	+	30659			
BIOENGINEERING & BIOMEDIC	+	+	+	+				1	6	17000	27917	*	*	*
CHEMICAL	13	164	37820	37898	*	*	*	55	1100	37663	37384	40400	37500	36000
CIVIL	8	131	28175	28864	*	*	*	21	637	30532	29545	36000	31000	28000
COMPUTER	3	44	31135	31589	*	*	*	7	144	32829	31891	*	*	*
ELECTRICAL/ELECTRONIC	22	230	35262	33477	37000	35250	33000	105	1232	33686	33113	39000	34000	28800

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29250				+	4	+	$29475			
INDUSTRIAL	1	60	$36120	32960	*	*	*	13	281	$32922	32289	*	*	*
MECHANICAL	30	292	34164	34347	$36600	$34020	$32600	110	1466	33655	34069	$36480	$33600	$31000
METALLURGICAL	+	39	+	33664				+	124	+	33557			
MINING (INCL GEOLOGICAL)	+	3	+	32000				+	39	+	31184			
NUCLEAR	1	2	33500	30417	*	*	*	5	15	32320	32332	*	*	*
PETROLEUM	+	28	+	40166				+	164	+	38686			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	5	26	31555	29405	*	*	*	5	144	31555	28678	*	*	*
INDUSTRIAL TECHNOLOGY	+	6	+	30000				2	18	31250	27361	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24750				+	60	+	22712			
ANIMAL SCIENCES	+	4	+	23000				+	27	+	21746			
PLANT SCIENCES	+	6	+	19702				+	14	+	20221			
NATURAL RESOURCES	1	1	16300	16300	*	*	*	1	11	16300	20005	*	*	*
OTHER AGRICULTURAL SCIENC	+	4	+	19750				1	27	24000	24597	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	6	72	35117	32088	*	*	*	46	585	34077	30469	38500	34600	30000
COMPUTER PROGRAMMING	+	2	+	19375				+	21	+	28173			
INFORMATION SCIENCES & SY	+	15	+	28829				+	142	+	29000			
SYSTEMS ANALYSIS	+	2	+	31000				+	6	+	25427			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	72	+	28058			
HEALTH SCIENCES	1	5	12000	17700	*	*	*	4	32	18250	20564	*	*	*
NURSING	+	10	+	26500				1	89	35100	28349	*	*	*
PHARMACY	+	1	+	44200				+	31	+	39040			
SCIENCES														
ACTUARIAL	+	1	+	31740				+	9	+	29269			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	16	+	26463'			
BIOLOGICAL	4	11	24900	22210	*	*	*	7	51	23443	21267	*	*	*
CHEMISTRY	+	4	+	28355				2	64	28600	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	26233				+	25	+	28250			
MATHEMATICS	12	28	31750	29868	*	*	*	22	113	30885	27503	34700	32000	28000
PHYSICS	+	1	+	27400				+	15	+	29059			
OTHER PHYSICAL & EARTH SC	+	1	+	28000				+	5	+	22109			
POLYMER SCIENCE	+	2	+	35250				+	2	+	35250			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	206	2162						704	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	21	184	$27010	$27139	$31000	$28000	$23000	104	1735	$27516	$27222	$31000	$28000	$23500
ACCOUNTING (PRIVATE)	2	79	25250	25617	*	*	*	21	591	25448	25068	30000	26000	21000
COMMERCIAL BANKING (CNSMR	+	17	+	23665				1	70	31000	22376	*	*	*
COMMERCIAL BANKING (LENDG	+	27	+	23876				+	88	+	24066			
INVESTMT BANKING (CORP FN	+	3	+	26333				+	27	+	28093			
INVESTMT BANKNG (M & A)	+	+	+	+				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	4	23000	18875	*	*	*
INVESTMT BANKG (SALES & T	1	2	34000	32000	*	*	*	3	19	25000	23268	*	*	*
FINANCIAL/TREASURY ANALYS	17	64	31788	29466	*	*	*	25	293	30212	27173	34000	30000	24000
PORTFOLIO MGMT/BROKERAGE	+	4	+	33250				1	29	37500	23416	*	*	*
UNDERWRITING	1	21	25000	25648	*	*	*	1	110	25000	24295	*	*	*
INSURANCE - CLAIMS	+	12	+	23658				2	80	29500	22813	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	21500				+	26	+	20086			
MEDIA PLANNING	+	2	+	15250				+	12	+	20287			
REPORTING	+	+	+	+				1	16	16000	16355	*	*	*
PRODUCTION	+	4	+	26140				5	44	23040	24874	*	*	*
PUBLIC RELATIONS	+	2	+	19720				+	44	+	20000			
WRITING / EDITING	2	5	20500	22700	*	*	*	4	28	19975	20589	*	*	*
MARKETING														
ADVERTISING	4	6	20100	19067	*	*	*	4	31	20100	20474	*	*	*
BRAND/PRODUCT MANAGEMENT	1	13	29000	24645	*	*	*	2	109	24500	24319	*	*	*
BUYER/MERCHANDISING	6	55	26003	23580	*	*	*	7	196	25074	23447	*	*	*
DISTRIBUTION	+	2	+	25500				+	39	+	26459			
MARKET RESEARCH	1	6	37000	27483	*	*	*	6	60	31133	25273	*	*	*
PURCHASING	+	4	+	28500				+	27	+	27570			
SALES	5	144	23950	25757	*	*	*	23	796	24191	25314	30000	23000	20000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	5	21000	20600	*	*	*	1	26	21000	20328	*	*	*
FINANC,TAXA, MONETARY POL	1	17	20000	23123	*	*	*	3	66	24222	22909	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				+	10	+	21659			
LAW ENFORCEMENT	+	2	+	18530				1	37	22500	23362	*	*	*
MILITARY	+	2	+	24917				+	46	+	23646			
NATIONAL SECURITY	+	1	+	20000				+	8	+	20200			
URBAN / REGIONAL PLANNING	+	+	+	+				+	10	+	19183			
ENGINEERING														
BIOENGINEERING	+	+	+	+				4	6	24500	26333	*	*	*
DESIGN / CONSTRUCT	3	94	25955	30318	*	*	*	14	677	30076	30702	*	*	*
ENVIRONMENTAL/SANITATION	4	16	32633	29419	*	*	*	9	120	33506	30840	*	*	*
MANUFACTURING/INDUSTRIAL	15	137	33303	34314	*	*	*	42	789	32720	33890	35880	33520	30200
SYSTEMS / PROGRAMMING	2	34	29300	31754	*	*	*	8	182	33025	32263	*	*	*
POWER SYSTEMS	2	27	31500	32981	*	*	*	11	164	32486	33185	*	*	*
SOFTWARE DESIGN & DEVELOP	3	17	35667	32858	*	*	*	16	139	35246	32396	*	*	*
HARDWARE DESIGN & DEVELOP	4	33	34110	34675	*	*	*	10	155	33693	33517	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	5	32	$36676	$34964	*	*	*	25	252	$35444	$34165	$38500	$35400	$33420
TESTING	6	11	33650	32438	*	*	*	20	115	31907	30665	35500	33000	26000
PROCESS ENGINEERING	12	154	38013	37939	*	*	*	38	893	38023	37654	40400	37500	36000
PROJECT ENGINEERING	4	268	30675	33817	*	*	*	23	851	31355	34178	35500	32500	27000
OTHER ENGINEERING	27	195	33779	31991	$36600	$35000	$31200	111	1074	34068	32645	37800	34200	29000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	2	+	21000				+	22	+	24025			
INDUSTRIAL HYGIENE	+	+	+	+				+	3	+	23444			
MEDICAL TECHNOLOGY	1	1	12000	12000	*	*	*	4	32	18250	23649	*	*	*
NURSES / PERSONAL CARE	+	10	+	26500				1	85	35100	27884	*	*	*
OCCUPATIONAL THERAPY	+	+	+	+				+	21	+	29647			
PHARMACIST	+	1	+	44200				+	32	+	38650			
PHYSICAL THERAPY	+	+	+	+				+	11	+	26516			
RESPIRATORY THERAPY	+	+	+	+				+	4	+	33914			
OTHER HEALTH RELATED	1	6	16000	19250	*	*	*	1	63	16000	23580	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	2	32500	25250	*	*	*	6	21	23283	20649	*	*	*
COUNSELING	+	2	+	19500				2	47	15700	16977	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	2	+	20620			
SOCIAL WORK	1	6	16344	16937	*	*	*	2	41	16672	17369	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	8	64	30513	29905	*	*	*	26	454	31288	28886	35000	31500	27000
INFORMATION SYSTEMS	1	34	34400	30085	*	*	*	5	190	35780	29428	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	28	+	31708				11	267	32956	30056	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	8	10	33113	32524	*	*	*	11	22	32082	31580	*	*	*
AGRICULTURE/NAT'L RESOURC	1	22	16300	23314	*	*	*	2	83	20150	21885	*	*	*
ARCHITECTURE	+	+	+	+				+	8	+	26238			
CONSULTING	14	78	29893	29774	*	*	*	29	346	29593	29144	34700	29000	26000
HUMAN RESRCS /INDUS RELS	4	7	28750	25771	*	*	*	8	72	24663	23623	*	*	*
MANAGEMENT TRAINEE	12	140	25848	23510	*	*	*	29	898	29920	22804	35700	31500	21700
MATH/STATISTICIANS	+	3	+	22584				1	24	20195	23554	*	*	*
PARALEGAL	1	2	25000	18750	*	*	*	3	10	22333	20450	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	8	26000	23077	*	*	*
RESEARCHERS - TECHNICAL	+	4	+	33758				2	34	26100	28981	*	*	*
TEACHING	3	32	19167	20732	*	*	*	13	427	20461	20549	*	*	*
TOTALS	206	2162						704	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

ECPO REGIONAL Report No. 4 MAY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	1	23	$33500	$32298	*	*	*	4	184	$30875	$31324	*	*	*
MBA--NON-TECH	1	33	30000	35675	*	*	*	4	283	32629	35653	*	*	*
MBA--TECH	1	10	40000	43850	*	*	*	2	60	30500	39898	*	*	*
MS-BUSINESS	+	9	+	40400				+	25	+	42514			
ECONOMICS & FINANCE (BANK	1	63	28000	43954	*	*	*	2	147	27500	43562	*	*	*
HUMAN RESOURCES (INCL LAB	+	13	+	40231				+	36	+	37981			
MANAGEMENT INFORMATION SY	+	6	+	38587				+	20	+	35686			
MARKETING/MKTNG MGT (RESE	+	50	+	43302				1	100	36000	44661	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	16	+	23926			
ELEMENTARY EDUCATION	+	1	+	19000				+	28	+	24224			
PHYSICAL EDUCATION	+	1	+	16500				+	5	+	22900			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	1	+	22500				+	10	+	23757			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	+	+	+				1	4	32500	23500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	3	+	20408			
HUMANITIES - OTHER	+	+	+	+				+	4	+	31251			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	1	+	22145			
PSYCHOLOGY	+	1	+	24000				+	11	+	23592			
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	36672				+	11	+	35921			
AGRICULTURAL	+	2	+	28500				+	2	+	28500			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	2	+	32750			
CHEMICAL	+	9	+	40369				5	53	39848	39988	*	*	*

continued

ECPO REGIONAL Report No. 4 MAY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	9	+	$34270				1	79	$25500	$34904	*	*	*
COMPUTER	+	5	+	42330				1	7	35200	40921	*	*	*
ELECTRICAL/ELECTRONIC	1	18	$35000	39275	*	*	*	12	138	38057	38451	*	*	*
INDUSTRIAL	+	1	+	39000				4	22	37004	36502	*	*	*
MECHANICAL	+	9	+	39728				10	124	37154	38202	*	*	*
METALLURGICAL	+	2	+	39012				+	19	+	38013			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	43400				+	30	+	43500			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	18000				+	4	+	20972			
HEALTH SCIENCES	+	1	+	26500				+	14	+	26250			
NURSING	+	+	+	+				+	1	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	7	+	26671			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	3	+	22686			
CHEMISTRY	+	+	+	+				+	10	+	33412			
COMPUTER SCIENCE														
COMPUTER SCIENCE	4	10	37254	36381	*	*	*	11	101	39283	37419	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	5	+	39540				+	30	+	36917			
MATHEMATICS (INCL ACTUARI	+	2	+	28750				+	13	+	27977			
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	9	293						58	1660					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	26	+	$47922				+	146	+	$44582			
MBA--TECH	+	14	+	48279				+	51	+	47900			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	70	+	49324				2	219	$46250	48390	*	*	*
MBA--TECH	+	43	+	50033				+	110	+	51878			
OVER 4 YEARS														
MBA--NON-TECH	+	43	+	50948				2	181	47000	48651	*	*	*
MBA--TECH	+	25	+	55297				+	89	+	52914			
TOTALS	+	221						4	796					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	1	+	$71500				2	11	$60000	$56736	*	*	*
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	7	+	37582			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	35000				+	2	+	32500			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	45957			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	12	+	52333				1	54	54000	53038	*	*	*
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	53750				2	13	60000	55798	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	56000				+	5	+	48033			
METALLURGICAL	+	3	+	52200				1	15	48000	48667	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	43000			
BIOLOGICAL	+	+	+	+				+	4	+	31138			
CHEMISTRY	+	2	+	50000				2	55	48000	48340	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	3	+	44133				+	5	+	47600			
TOTALS	+	25						8	213					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27737 99 42000/24000	20000 1		22500 1					
BUSINESS ADMIN (INCL MGMT	27590 2							29250 4	
ECONOM & FINANCE (BANKING	27214 7			25000 6	31189 9			33667 3	
MANAGEMENT INFO SYSTEMS								30000 1	
MARKETING/MARK MGMT (RESR		17000 2			24000 1	20400 5	23000 1		
ADVERTISING		18450 2							
COMMUNICATIONS						22000 1			
JOURNALISM		20400 1							
VISUAL & PERFORMING ARTS		20000 1				22000 1			
POLITICAL SCIENCE/GOVT								25500 2	
PSYCHOLOGY				32000 1				25000 1	
SOCIAL SCIENCES-OTHER	28250 2		25000 1		30500 2			28750 2	
CHEMICAL								38300 1	36500 3
CIVIL							31200 1	27387 3	30931 7
COMPUTER							23000 1	25000 1	33900 1
ELECTRICAL/ELECTRONIC	310000 1				34000 1	36774 8	39260 2	31875 4	31800 1
INDUSTRIAL	300000 1							32000 2	
MECHANICAL	310000 1							31000 3	34000 1
ENGINEERING TECHNOLOGY								35000 1	
INDUSTRIAL TECHNOLOGY								29000 1	
COMPUTER SCIENCE	347000 1				40000 1	42000 1	35211 7	30000 4	
MATHEMATICS					34000 1		31000 1		

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24000 1			27700 5					
BUSINESS ADMIN (INCL MGMT			21000 1	25000 1		23000 1			
ECONOM & FINANCE (BANKING	28000 2		25000 2	28333 3		22500 1	60000 1		
HUMAN RSRCS (incl LABOR R									20000 1
MANAGEMENT INFO SYSTEMS				27900 4		28800 2			
MARKETING/MARK MGMT (RESR	23500 2			24500 2		19186 5			
ADVERTISING						21500 1			
COMMUNICATIONS									15000 1
JOURNALISM									18000 2
MERCHANDISING MANAGEMENT						27500 2			
LETTERS (incl English, Li									21000 1
CRIMINAL JUSTICE					21500 3				
HISTORY						20000 1			
POLITICAL SCIENCE/GOVT									21700 1
PSYCHOLOGY						21000 1			
SOCIAL SCIENCES-OTHER				31500 1	25000 1	25000 1			
ELECTRICAL/ELECTRONIC	40000 1								
COMPUTER SCIENCE	33000 1			35000 2					
MATHEMATICS	30000 1			31455 11					

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				23500 1			24667 1		
ECONOM & FINANCE (BANKING			20000 1	28800 2					
MARKETING/MARK MGMT (RESR			20000 1						
ELEMENTARY EDUCATION					21427 7				
PRE-ELEMENTARY EDUCATION					17000 1				
PHYSICAL EDUCATION					15000 1				
FOREIGN LANGUAGES							17000 1		
LETTERS (incl English, Li					26500 1				
VISUAL & PERFORMING ARTS					26500 1				
HUMANITIES - OTHER								17000 1	
HISTORY			20000 1						
POLITICAL SCIENCE/GOVT						21000 1			
SOCIOLOGY									16344 1
AEROSPACE & AERONAUTICAL						26252 1			
AGRICULTURAL						22500 2			
BIOENGINEERING & BIOMEDIC									17000 1
CHEMICAL		37500 1							
CIVIL						27332 1	33400 2		
ELECTRICAL/ELECTRONIC		39200 2		32936 10		26772 15	33000 1		
INDUSTRIAL				34500 2		26252 2			
MECHANICAL		33000 1		34282 10		30588 4			
NUCLEAR				34500 1		30140 2			
NATURAL RESOURCES						16300 1			

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER SCIENCE				35300 4		26040 1		30000 1	
HEALTH SCIENCES								17800 3	19600 1
NURSING								35100 1	
BIOLOGICAL		21750 2			16600 1				
MATHEMATICS						20195 1			

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT				22000 1					25333 3
ECONOM & FINANCE (BANKING				28000 1	26300 2				
MANAGEMENT INFO SYSTEMS							31000 1		30000 2
MARKETING/MARK MGMT (RESR							28020 1		
PHYSICAL EDUCATION	14400 1								
HUMAN ECOLOGY (HOME ECONO				32500 1					
PSYCHOLOGY									33000 1
SOCIOLOGY			18000 1						
SOCIAL SCIENCES-OTHER	21200 1		15700 2	19333 3					
AEROSPACE & AERONAUTICAL					34100 1		28800 1		35520 1
CHEMICAL									36501 20 39000/36000
ELECTRICAL/ELECTRONIC					33723 6		34530 2		36100 3
INDUSTRIAL							35880 1		35650 4
MECHANICAL					30966 10	33000 1	33435 14		35331 16
NUCLEAR							33320 1		
COMPUTER SCIENCE					34000 1				30500 1
BIOLOGICAL									30500 2
CHEMISTRY									28600 2
MATHEMATICS									32000 1

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		20950 2		30500 1					
BUSINESS ADMIN (INCL MGMT	34140 1	30000 1	25000 1					33000 1	
ECONOM & FINANCE (BANKING	28900 1	25333 3	23000 1	30400 1	29000 1				
HUMAN RSRCS (incl LABOR R	33000 1								
MANAGEMENT INFO SYSTEMS	30000 1	30000 1	21500 2						
MARKETING/MARK MGMT (RESR			21000 1						
COMMUNICATIONS			25000 1						
ELEMENTARY EDUCATION				30000 1					
SOCIAL SCIENCES-OTHER			37000 1						
AEROSPACE & AERONAUTICAL		34710 2						36500 1	
CHEMICAL	35750 2	38287 3	37500 1	37500 1			37000 1	38250 2	40030 14
CIVIL		31000 1	34200 1					20432 2	37033 3
COMPUTER	35200 1	37568 3							
ELECTRICAL/ELECTRONIC	35121 9	34260 27 40000/32496		35400 1	33840 2		33720 1	35500 1	40200 3
INDUSTRIAL			34000 1						
MECHANICAL	34388 4	33453 23 36000/32160		35360 5	33600 1			33500 1	33855 11
NUCLEAR		33500 1							
ENGINEERING TECHNOLOGY								30694 4	
INDUSTRIAL TECHNOLOGY		33500 1							
COMPUTER SCIENCE	34520 5	34607 14	30500 1						
MATHEMATICS	31088 2	34700 3							

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING						28000 1	
ECONOM & FINANCE (BANKING						28167 3	31000 1
MANAGEMENT INFO SYSTEMS			41000 1				
MARKETING/MARK MGMT (RESR			25000 1				19900 2
MERCHANDISING MANAGEMENT					13500 1		
LETTERS (incl English, Li					26500 1		
HUMANITIES - OTHER							30000 1
CHEMICAL		36850 2	36250 2			37350 2	
ELECTRICAL/ELECTRONIC						35995 4	
MECHANICAL			37500 1			36353 3	
OTHER AGRICULTURAL SCIENC							24000 1
COMPUTER SCIENCE							32000 1
BIOLOGICAL			21000 1			22000 1	
MATHEMATICS	20000 1						

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27710 110 42000/23500	18757 7	25000 1	25563 8	30475 12	20857 7	23000 1	29346 13	
BACHELOR - TECHNICAL	31675 4				36000 3	37355 9	34183 12	30698 20 38300/27000	32748 13

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	25400 5		23667 3	27538 16	22375 4	22769 15	60000 1		18950 6
BACHELOR - TECHNICAL	34333 3			32000 13					

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			20000 3	27033 3	21363 11	21000 1	20834 2	17000 1	16344 1
BACHELOR - TECHNICAL		32067 6		33958 27 39200/32240	16600 1	26594 30 36500/22000	33267 3	23700 5	18300 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	17800 2		16467 3	23417 6	26300 2		29510 2		28167 6
BACHELOR - TECHNICAL					32228 18	33000 1	33429 19		35249 50 40800/31025

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	31510 4	25414 7	24857 7	30300 3	29000 1			33000 1	
BACHELOR - TECHNICAL	34570 23 38000/33500	34334 78 40000/32240	34050 4	35671 7	33760 3		35360 2	31422 11	37565 31 45000/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL			33000 2		20000 2	28125 4	
BACHELOR - TECHNICAL	20000 1	36850 2	32750 4			34974 10	

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH	21000 1								

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					34000 1			25717 1	
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									40800 1
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							30000 1
MBA--TECH						40000 1	

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27555 99 35000/24000	25408 12							
BUSINESS ADMIN (INCL MGMT	27590 2	22000 2							30000 1
ECONOM & FINANCE (BANKING	26167 3	26500 7	31000 1				23000 1	17000 1	31306 17
MARKETING/MARK MGMT (RESR								24000 1	23500 2
SOCIAL SCIENCES-OTHER									30500 2
ELECTRICAL/ELECTRONIC								34000 1	
MATHEMATICS									28367 3

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ECONOM & FINANCE (BANKING			35000 1						
MARKETING/MARK MGMT (RESR		25000 1	24000 1				19000 1		
ADVERTISING							20000 1		16900 1
COMMUNICATIONS							15000 1		22000 1
JOURNALISM						16000 1			20000 1
LETTERS (incl English, Li									21000 1
VISUAL & PERFORMING ARTS							22000 1		
COMPUTER							39200 1		
MECHANICAL	37500 1								

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									24667 1
BUSINESS ADMIN (INCL MGMT							29570 2		28000 1
ECONOM & FINANCE (BANKING		29000 1					21500 2		20000 1
MANAGEMENT INFO SYSTEMS							26500 2		
MARKETING/MARK MGMT (RESR	15000 1		23760 2		20000 2		21325 10		
ADVERTISING			21500 1						
COMMUNICATIONS							25000 1		
JOURNALISM	20400 1								
ELEMENTARY EDUCATION							30000 1		
MERCHANDISING MANAGEMENT			27500 2						
LETTERS (incl English, Li			26500 1						
VISUAL & PERFORMING ARTS	20000 1								
HUMANITIES - OTHER							30000 1		
HISTORY		20000 1					20000 1		
POLITICAL SCIENCE/GOVT								21000 1	
SOCIAL SCIENCES-OTHER	25000 1		25000 1		37000 1				
CHEMICAL					37500 2				
COMPUTER							23000 1		
INDUSTRIAL					34800 1				
BIOLOGICAL							28000 1		
MATHEMATICS							32000 1		

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
CRIMINAL JUSTICE		22500 1							
AEROSPACE & AERONAUTICAL							35400 1		31410 2
BIOENGINEERING & BIOMEDIC						17000 1			
CHEMICAL								36750 2	35500 1
CIVIL							27575 7	32130 5	
ELECTRICAL/ELECTRONIC							32166 2		33572 9
INDUSTRIAL							26252 1		31670 3
MECHANICAL						37500 1	34020 3	32400 1	32952 26 37000/30360
ENGINEERING TECHNOLOGY								35000 1	
BIOLOGICAL						21750 2			22000 1

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	30000 1								
ECONOM & FINANCE (BANKING		30000 1							
MANAGEMENT INFO SYSTEMS									30000 1
AEROSPACE & AERONAUTICAL					34100 1		35520 1		31376 2
AGRICULTURAL									22500 2
CHEMICAL		35500 1			35645 5	37500 1	38184 35 43000/37000		37477 8
CIVIL			32400 1		36700 1				32067 6
COMPUTER	25000 1		37100 2						33900 1
ELECTRICAL/ELECTRONIC	36040 5	32116 7	37340 3	33978 5	35758 8	29700 7	35400 1	30080 12	34898 38 45000/31800
INDUSTRIAL									33040 3
MECHANICAL		33520 2	37510 1	33086 4	34604 5	32710 10	37500 1	32956 9	33929 36 37900/32000
NUCLEAR					34000 2	32825 2			27950 1
ENGINEERING TECHNOLOGY								32100 1	30225 3
INDUSTRIAL TECHNOLOGY	29000 1				33500 1				
COMPUTER SCIENCE			33950 6	34700 1	38250 2			31500 1	35240 10
MATHEMATICS			34700 3						

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
SOCIAL SCIENCES-OTHER									16000 1
HEALTH SCIENCES			18250 4						
NURSING				35100 1					

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION		COUNSELING		FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
ACCOUNTING									42000	1								
BUSINESS ADMIN (INCL MGMT	22000	1							25000	1								
ECONOM & FINANCE (BANKING	28000	1																
MANAGEMENT INFO SYSTEMS									26943	7	41000	1	30000	1				
HUMAN ECOLOGY (HOME ECONO	32500	1																
HUMANITIES - OTHER			17000	1														
SOCIOLOGY	18000	1					16344	1										
SOCIAL SCIENCES-OTHER	19600	2	14400	1			17000	1										
COMPUTER									34505	1								
ELECTRICAL/ELECTRONIC											34400	1	35000	1				
INDUSTRIAL									32200	1								
NATURAL RESOURCES																	16300	1
OTHER AGRICULTURAL SCIENC																	24000	1
COMPUTER SCIENCE									33833	12	34500	3	33058	9				
MATHEMATICS									28392	3					32082	11		

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC	PARALEGAL		RESEARCHERS NO	RESEARCHERS -	TEACHING	
BUSINESS ADMIN (INCL MGMT		29000	3	25000	1	28000	2							
ECONOM & FINANCE (BANKING		30429	7			27357	7							
HUMAN RSRCS (incl LABOR R				26500	2									
MANAGEMENT INFO SYSTEMS		30000	1			30800	2							
MARKETING/MARK MGMT (RESR				12300	1	20840	2							
ELEMENTARY EDUCATION													21427	7
PRE-ELEMENTARY EDUCATION													17000	1
PHYSICAL EDUCATION													14700	2
MERCHANDISING MANAGEMENT						13500	1							
FOREIGN LANGUAGES				17000	1									
LETTERS (incl English, Li													26500	1
VISUAL & PERFORMING ARTS													26500	1
CRIMINAL JUSTICE									21000	2				
POLITICAL SCIENCE/GOVT		25500	2			21700	1							
PSYCHOLOGY		25000	1	33000	1	26500	2							
SOCIAL SCIENCES-OTHER		28500	4	24000	1	31500	1		25000	1				
CIVIL		26000	1											
ELECTRICAL/ELECTRONIC		31500	3			34650	2							
INDUSTRIAL		32500	2			37800	2							
MECHANICAL		30333	3			36043	7							
COMPUTER SCIENCE		30850	2											
BIOLOGICAL				33000	1							21000	1	16600 1
CHEMISTRY											26000	1 31200	1	

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
MATHEMATICS					20195 1				

AVERAGE SALARY OFFERS — MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION — CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	27516 104 35000/23500	25448 21 30500/21000	31000 1				23000 1	20500 2	30464 22 60000/25600
BACHELOR - TECHNICAL								34000 1	28367 3

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL		25000 1	29500 2			16000 1	19000 4		19975 4
BACHELOR - TECHNICAL	37500 1						39200 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	20100 4	24500 2	25074 7		25667 3		23670 20 34140/19000	21000 1	24222 3
BACHELOR - TECHNICAL					36600 3		27667 3		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		22500 1							
BACHELOR - TECHNICAL						24500 4	30076 14	33506 9	32720 42 37000/30200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	30000 1	30000 1							
BACHELOR - TECHNICAL	33457 7	32735 10	35246 16	33693 10	35444 25 39200/33420	31907 20 37500/26000	38023 38 43000/36000	31355 23 38000/27000	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL			18250 4	35100 1					

AVERAGE SALARY OFFERS MAY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION		COUNSELING		FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
BACHELOR - NON TECHNICAL	23283	6	15700	2			16672	2	28400	9	41000	1	30000	1				
BACHELOR - TECHNICAL									32816	17	34475	4	33252	10	32082	11	20150	2

CURRICULUM	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL		RESEARCHERS NO		RESEARCHERS -		TEACHING	
BACHELOR - NON TECHNICAL			28889	18	23471	7	26138	18			22333	3					20783	12
BACHELOR - TECHNICAL			30745	11	33000	1	36109	11	20195	1			26000	1	26100	2	16600	1

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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No.5 July 1991

EASTERN REGION (ECPO)

Alfred University
Babson College
Bard College
Bentley College
Boston College
Boston University
University of Bridgeport
Brown University
Buffalo State College
Clarkson University
Columbia University
University of Connecticut
Cornell University
CUNY -Bernard M. Baruch
CUNY - Baruch College - Business & Public Administration
CUNY - City College
CUNY - Hunter College
Dartmouth College
Eastern Connecticut State University
Fordham University - Lincoln Center
Fordham University
Franklin Pierce College
Husson College
The King's College
LeMoyne College
University of Maine-Orono
Manhattan College
Manhattanville College
Marist College
MIT
MIT - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New Hampshire College
Northeastern University
Pace University-New York City
Pace University-Westchester
Polytechnic University
Post College
Pratt Institute
Rensselaer Polytechnic University
Regis College
Rhode Island School of Design
University of Rhode Island
Roberts Wesleyan College
Rochester Institute of Technology
University of Rochester
University of Rochester-W.E. Simon Graduate School of Business
Sacred Heart University
Saint Anselm College
St. John Fisher College
St. Joseph's College
Siena College
SUNY - Brockport
SUNY - Buffalo
SUNY - Cortland
SUNY - Geneseo
SUNY - Plattsburgh
SUNY - Purchase
Syracuse University
Tufts University
Union College
Vassar College
Wells College
Westminster College
Williams College
Worcester Polytechnic Institute

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Eastern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 6, 1991 through June 5, 1991) and cumulatively (September 1, 1990, through June 5,, 1991). The block tables list data for the cumulative period, and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	12	611	$26425	$26364	*	*	*	125	2774	$27333	$26602	$31000	$28000	$23000
BUSINESS ADMIN (INCL MGMT	12	376	26686	23933	*	*	*	29	966	26950	23616	34140	25000	21000
DISTRIBUTION MANAGEMENT	+	4	+	29577				+	18	+	27495			
ECONOM & FINANCE (BANKING	60	441	29094	25890	$35000	$29000	$25000	111	1238	28850	25913	35000	28000	23000
HOTEL/RESTAURANT MGMT.	+	69	+	21100				+	118	+	21127			
HUMAN RSRCS (incl LABOR R	+	39	+	24238				2	93	26500	24066	*	*	*
MANAGEMENT INFO SYSTEMS	8	98	28688	29039	*	*	*	23	322	28857	28412	31000	30000	25000
MARKETING/MARK MGMT (RESR	17	346	24957	23718	*	*	*	41	1081	22757	23850	27500	23000	17680
REAL ESTATE	+	1	+	20000				+	7	+	20760			
COMMUNICATIONS														
ADVERTISING	+	9	+	24667				3	51	19467	21866	*	*	*
COMMUNICATIONS	2	65	23012	23155	*	*	*	5	193	21605	22067	*	*	*
JOURNALISM	+	30	+	22821				3	103	18800	20586	*	*	*
TELECOMMUN/BROADCASTING	1	13	20000	22200	*	*	*	1	52	20000	23388	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	1	56	20500	20015	*	*	*	9	273	22277	20054	*	*	*
PRE-ELEMENTARY EDUCATION	+	3	+	16167				1	30	17000	16599	*	*	*
PHYSICAL EDUCATION	+	4	+	19750				2	29	14700	19314	*	*	*
SPECIAL EDUCATION	+	10	+	20711				+	50	+	22424			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	11	+	21854				1	27	32500	21159	*	*	*
TEXTILES & CLOTHING	+	43	+	21250				+	82	+	21210			
MERCHANDISING MANAGEMENT	3	13	22333	21233	*	*	*	6	44	22583	21017	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	3	19	23008	21962	*	*	*	4	36	21506	21636	*	*	*
LETTERS (incl English, Li	14	44	22584	20966	*	*	*	17	112	22951	21490	*	*	*
VISUAL & PERFORMING ARTS	2	13	26386	18520	*	*	*	5	63	24254	19646	*	*	*
HUMANITIES - OTHER	4	35	27250	23977	*	*	*	6	81	26000	22806	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	18	+	23295				3	58	21500	21533	*	*	*
HISTORY	20	37	25710	25430	30000	25000	21000	22	68	25191	23465	30000	24500	21000
POLITICAL SCIENCE/GOVT	16	54	26622	24407	*	*	*	20	131	25982	23063	32000	25000	21000
PSYCHOLOGY	5	52	23400	21918	*	*	*	9	151	25333	20553	*	*	*
SOCIOLOGY	3	21	26833	22206	*	*	*	5	63	22969	20119	*	*	*
SOCIAL SCIENCES-OTHER	21	46	25757	22570	31500	25000	19000	38	127	25526	21536	34000	25000	17500
ENGINEERING														
AEROSPACE & AERONAUTICAL	2	21	31510	31568	*	*	*	9	123	32624	30434	*	*	*
AGRICULTURAL	+	5	+	30822				2	39	22500	30878	*	*	*
ARCHITECTURAL	+	10	+	32103				+	50	+	31193			
BIOENGINEERING & BIOMEDIC	1	3	35000	32867	*	*	*	2	9	26000	29567	*	*	*
CHEMICAL	19	376	37135	37591	*	*	*	73	1352	37528	37381	40380	37500	36000
CIVIL	16	264	30309	29902	*	*	*	36	829	30281	29666	35000	30200	27332
COMPUTER	+	70	+	33158				7	201	32829	32368	*	*	*
ELECTRICAL/ELECTRONIC	35	537	32844	33298	38500	33900	27332	123	1642	34025	33191	39200	34000	29500

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$28000				+	6	+	$28983			
INDUSTRIAL	1	148	$28000	32199	*	*	*	14	414	$32570	32299	*	*	*
MECHANICAL	29	567	32000	33881	$37000	$32400	$27332	138	1893	33316	34007	$36500	$33500	$29500
METALLURGICAL	+	35	+	32473				+	151	+	33400			
MINING (INCL GEOLOGICAL)	+	9	+	32889				+	48	+	31504			
NUCLEAR	+	6	+	32733				5	21	32320	32447	*	*	*
PETROLEUM	+	27	+	40090				+	181	+	38972			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	47	+	34088				5	180	31555	29697	*	*	*
INDUSTRIAL TECHNOLOGY	5	17	33240	30004	*	*	*	7	35	32671	28645	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	2	19	24500	25019	*	*	*	2	74	24500	23145	*	*	*
ANIMAL SCIENCES	+	2	+	33500				+	29	+	22557			
PLANT SCIENCES	+	3	+	18467				+	15	+	20140			
NATURAL RESOURCES	+	2	+	19500				1	12	16300	20588	*	*	*
OTHER AGRICULTURAL SCIENC	+	10	+	22970				1	37	24000	24158	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	29	220	32166	31122	38000	32000	28000	75	762	33338	30680	38000	33700	28800
COMPUTER PROGRAMMING	+	16	+	26392				+	35	+	27216			
INFORMATION SCIENCES & SY	+	58	+	30187				+	200	+	29344			
SYSTEMS ANALYSIS	1	2	35700	33450	*	*	*	1	8	35700	27433	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	96	+	30809				+	155	+	29654			
HEALTH SCIENCES	+	9	+	22279				4	41	18250	20941	*	*	*
NURSING	+	161	+	32000				1	250	35100	30801	*	*	*
PHARMACY	+	28	+	39082				+	56	+	39439			
SCIENCES														
ACTUARIAL	+	20	+	33708				+	26	+	32309			
ARCHITECTURAL & ENVIRONME	+	2	+	36500				+	18	+	27578			
BIOLOGICAL	3	13	21000	24672	*	*	*	10	61	22710	21457	*	*	*
CHEMISTRY	1	29	37400	25951	*	*	*	3	80	31533	27108	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	2	25000	30000	*	*	*	1	27	25000	28380	*	*	*
MATHEMATICS	10	66	29431	28995	*	*	*	32	162	30431	27978	35000	32000	24284
PHYSICS	+	6	+	27207				+	21	+	28530			
OTHER PHYSICAL & EARTH SC	+	2	+	32520				+	7	+	25084			
POLYMER SCIENCE	+	1	+	32600				+	3	+	34367			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	359	5492						1043	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	6	407	$28467	$26828	*	*	*	110	2044	$27568	$27158	$31000	$28000	$23500
ACCOUNTING (PRIVATE)	18	239	26124	25752	*	*	*	39	775	25760	25180	30400	26000	21000
COMMERCIAL BANKING (CNSMR	+	46	+	21336				1	107	31000	21970	*	*	*
COMMERCIAL BANKING (LENDG	4	52	29125	23366	*	*	*	4	137	29125	23780	*	*	*
INVESTMT BANKING (CORP FN	11	20	32455	30614	*	*	*	11	43	32455	29041	*	*	*
INVESTMT BANKNG (M & A)	3	3	32000	32000	*	*	*	3	5	32000	30600	*	*	*
INVESTMT BANKG (REAL EST)	+	2	+	27500				1	6	23000	21750	*	*	*
INVESTMT BANKG (SALES & T	1	9	40000	27067	*	*	*	4	26	28750	24777	*	*	*
FINANCIAL/TREASURY ANALYS	25	128	29744	27735	$34000	$30000	$26000	50	404	29978	27443	35000	30000	25000
PORTFOLIO MGMT/BROKERAGE	8	23	28313	27209	*	*	*	9	50	29333	25137	*	*	*
UNDERWRITING	1	36	27000	24585	*	*	*	2	139	26000	24433	*	*	*
INSURANCE - CLAIMS	2	39	24500	22997	*	*	*	4	113	27000	22785	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	22323				+	32	+	20515			
MEDIA PLANNING	1	10	22000	18614	*	*	*	1	17	22000	20232	*	*	*
REPORTING	+	9	+	23400				1	22	16000	18422	*	*	*
PRODUCTION	1	15	20000	22816	*	*	*	6	55	22533	24295	*	*	*
PUBLIC RELATIONS	2	20	20000	21533	*	*	*	2	54	20000	20463	*	*	*
WRITING / EDITING	4	11	19625	21363	*	*	*	8	38	19800	20671	*	*	*
MARKETING														
ADVERTISING	3	17	21000	23224	*	*	*	7	43	20486	21360	*	*	*
BRAND/PRODUCT MANAGEMENT	2	27	31500	25951	*	*	*	4	125	28000	24443	*	*	*
BUYER/MERCHANDISING	2	122	22000	23710	*	*	*	9	303	24391	23517	*	*	*
DISTRIBUTION	+	10	+	25106				+	46	+	26051			
MARKET RESEARCH	3	25	28000	25942	*	*	*	9	77	30089	25448	*	*	*
PURCHASING	+	8	+	33440				+	32	+	27716			
SALES	25	350	27528	25667	31200	27200	23000	48	1080	25929	25372	31200	25000	21000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	7	24000	23423	*	*	*	2	32	22500	20765	*	*	*
FINANC,TAXA, MONETARY POL	4	16	20066	21026	*	*	*	7	80	21847	22655	*	*	*
ECONOMIC PROGRAMS	1	10	23000	21486	*	*	*	1	17	23000	21721	*	*	*
LAW ENFORCEMENT	+	25	+	23342				1	59	22500	23076	*	*	*
MILITARY	+	25	+	23440				+	55	+	23685			
NATIONAL SECURITY	+	1	+	27000				+	9	+	20956			
URBAN / REGIONAL PLANNING	+	2	+	19500				+	10	+	19183			
ENGINEERING														
BIOENGINEERING	+	3	+	30200				4	9	24500	27622	*	*	*
DESIGN / CONSTRUCT	11	281	31957	30892	*	*	*	24	877	31053	30766	36000	31500	27332
ENVIRONMENTAL/SANITATION	8	56	29855	31853	*	*	*	15	159	31466	30989	*	*	*
MANUFACTURING/INDUSTRIAL	17	264	34033	34018	*	*	*	54	980	33181	33930	36300	33850	30200
SYSTEMS / PROGRAMMING	3	74	34000	32300	*	*	*	11	241	33291	32238	*	*	*
POWER SYSTEMS	3	83	34620	33351	*	*	*	14	233	32944	33217	*	*	*
SOFTWARE DESIGN & DEVELOP	9	77	32411	33724	*	*	*	25	206	34225	32869	38000	34700	30000
HARDWARE DESIGN & DEVELOP	2	51	34850	34041	*	*	*	12	191	33886	33709	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	6	93	$35399	$34602	*	*	*	29	328	$35521	$34268	$39200	$35400	$31025
TESTING	4	38	30208	30612	*	*	*	21	145	32007	30692	34100	33000	27332
PROCESS ENGINEERING	15	267	38505	37737	*	*	*	53	1072	38159	37658	40380	37500	36500
PROJECT ENGINEERING	18	341	30223	34080	*	*	*	34	1113	31462	34092	35500	32500	27000
OTHER ENGINEERING	17	494	33544	33341	*	*	*	128	1480	33999	32821	38500	34188	29000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	7	+	19789				+	28	+	23074			
INDUSTRIAL HYGIENE	+	3	+	24233				+	5	+	24106			
MEDICAL TECHNOLOGY	+	14	+	27564				4	44	18250	24765	*	*	*
NURSES / PERSONAL CARE	+	160	+	31947				1	245	35100	30640	*	*	*
OCCUPATIONAL THERAPY	+	20	+	29412				+	38	+	29627			
PHARMACIST	+	28	+	39082				+	57	+	39213			
PHYSICAL THERAPY	+	20	+	31630				+	24	+	29532			
RESPIRATORY THERAPY	+	1	+	27600				+	5	+	32651			
OTHER HEALTH RELATED	3	62	21000	29176	*	*	*	4	123	19750	26394	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	14	21000	19138	*	*	*	7	34	22957	20069	*	*	*
COUNSELING	+	17	+	17866				2	62	15700	17107	*	*	*
FUNDRAISING / DEVELOPMENT	1	3	12500	18500	*	*	*	1	4	12500	17685	*	*	*
SOCIAL WORK	+	16	+	18278				2	55	16672	17470	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	5	151	27360	28899	*	*	*	31	576	30654	28799	35000	31000	25000
INFORMATION SYSTEMS	6	75	32917	30816	*	*	*	11	253	34218	29911	*	*	*
SYSTEMS ANALYSIS & DESIGN	9	95	33689	30889	*	*	*	20	344	33286	30178	37740	33000	30000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	29	31667	32700	*	*	*	14	50	31993	32220	*	*	*
AGRICULTURE/NAT'L RESOURC	+	13	+	20954				2	91	20150	21863	*	*	*
ARCHITECTURE	+	2	+	36500				+	10	+	28290			
CONSULTING	36	183	30097	29328	$35000	$30000	$26000	65	491	29872	29214	35000	30000	26000
HUMAN RESRCS /INDUS RELS	+	31	+	25484				8	95	24663	23651	*	*	*
MANAGEMENT TRAINEE	25	547	24663	22823	28000	24000	21000	54	1354	27486	22764	35400	26288	21000
MATH/STATISTICIANS	1	10	24528	23959	*	*	*	2	33	22362	23647	*	*	*
PARALEGAL	15	16	20687	21706	*	*	*	18	25	20961	20592	*	*	*
RESEARCHERS NON-TECHNICAL	+	6	+	21157				1	13	26000	22612	*	*	*
RESEARCHERS - TECHNICAL	+	17	+	27590				2	43	26100	28678	*	*	*
TEACHING	13	109	20113	20291	*	*	*	26	523	20287	20475	26500	20636	14472
TOTALS	359	5492						1043	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

ECPO REGIONAL Report No. 5 JULY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	57	+	$30961				4	239	$30875	$31257	*	*	*
MBA--NON-TECH	1	107	$34000	33959	*	*	*	5	362	32903	35225	*	*	*
MBA--TECH	+	20	+	38099				2	79	30500	39402	*	*	*
MS-BUSINESS	+	18	+	40982				+	39	+	42121			
ECONOMICS & FINANCE (BANK	1	88	32000	38966	*	*	*	3	235	29000	41841	*	*	*
HUMAN RESOURCES (INCL LAB	+	21	+	39090				+	53	+	38700			
MANAGEMENT INFORMATION SY	+	17	+	36666				+	33	+	35820			
MARKETING/MKTNG MGT (RESE	+	41	+	40678				1	141	36000	43503	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	2	+	34900				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	20000				+	16	+	23926			
ELEMENTARY EDUCATION	+	2	+	25500				+	29	+	24354			
PHYSICAL EDUCATION	+	2	+	24250				+	7	+	23286			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	4	+	23784				+	14	+	23764			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	3	+	29394				1	7	32500	26026	*	*	*
VISUAL & PERFORMING ARTS	+	3	+	23967				+	5	+	22845			
HUMANITIES - OTHER	+	5	+	33968				+	9	+	32760			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	1	+	22145				+	1	+	22145			
PSYCHOLOGY	+	2	+	19500				+	12	+	23209			
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	4	+	35970				+	15	+	35934			
AGRICULTURAL	+	1	+	35400				+	3	+	30800			
BIOENGINEERING & BIOMEDIC	1	1	27950	27950	*	*	*	1	3	27950	31150	*	*	*
CHEMICAL	+	24	+	41462				5	68	39848	40352	*	*	*

continued

ECPO REGIONAL Report No. 5 JULY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	1	39	$37440	$35077	*	*	*	2	112	$31470	$34912	*	*	*
COMPUTER	+	11	+	38264				1	18	35200	39297	*	*	*
ELECTRICAL/ELECTRONIC	+	55	+	39012				12	173	38057	38658	*	*	*
INDUSTRIAL	1	11	45000	38253	*	*	*	5	32	38603	36989	*	*	*
MECHANICAL	2	51	34276	36980	*	*	*	12	165	36675	37856	*	*	*
METALLURGICAL	+	5	+	37552				+	24	+	37917			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	5	+	39048				+	7	+	38691			
PETROLEUM	+	4	+	47150				+	31	+	44097			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	5	+	34147				+	9	+	28291			
HEALTH SCIENCES	+	3	+	24240				+	17	+	25895			
NURSING	+	4	+	55500				+	4	+	55500			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	1	+	30000				+	7	+	26671			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	2	+	26000				+	5	+	24012			
CHEMISTRY	+	6	+	36657				+	13	+	34411			
COMPUTER SCIENCE														
COMPUTER SCIENCE	11	57	37347	38404	*	*	*	21	137	38616	37710	$42600	$39600	$32000
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	4	+	38755				+	34	+	37134			
MATHEMATICS (INCL ACTUARI	+	6	+	30334				+	18	+	29206			
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	2	+	34980				+	2	+	34980			
TOTALS	18	695						75	2229					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	60	+	$41173				+	184	+	$44328			
MBA--TECH	+	26	+	49085				+	71	+	48762			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	97	+	48008				2	300	$46250	48622	*	*	*
MBA--TECH	+	58	+	53184				+	161	+	52801			
OVER 4 YEARS														
MBA--NON-TECH	2	264	$37000	52026	*	*	*	4	407	42000	50782	*	*	*
MBA--TECH	1	117	56000	54295	*	*	*	1	196	56000	53706	*	*	*
TOTALS	3	622						7	1319					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	16	+	$59894				2	26	$60000	$58458	*	*	*
ECONOMICS	1	2	$52500	43000	*	*	*	1	2	52500	43000	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	43417				+	11	+	40597			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	45000				+	3	+	36667			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	4	+	38250				+	9	+	45078			
SOCIOLOGY	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	4	47	54910	53612	*	*	*	5	75	54728	53114	*	*	*
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	1	3	70500	55833	*	*	*	1	5	70500	54400	*	*	*
ELECTRICAL/ELECTRONIC	+	17	+	56414				2	29	60000	56164	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	2	7	36901	44883	*	*	*	2	12	36901	46196	*	*	*
METALLURGICAL	+	5	+	51212				1	18	48000	47739	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	3	+	46183				+	4	+	43638			
BIOLOGICAL	+	2	+	33125				+	6	+	31800			
CHEMISTRY	1	15	48500	48665	*	*	*	3	66	48167	48608	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	1	+	46000				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	3	+	38100				+	5	+	38860			
POLYMER	+	1	+	52500				+	6	+	48417			
TOTALS	9	134						17	307					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27687 103 42000/24000	20000 1		22250 2				24000 1	
BUSINESS ADMIN (INCL MGMT	27590 2						50000 1	29250 4	
ECONOM & FINANCE (BANKING	27750 10			26389 9	31617 23 40000/30000		26500 1	30647 17	
MANAGEMENT INFO SYSTEMS							30000 1	26667 3	
MARKETING/MARK MGMT (RESR		18625 4			24000 1	20400 5	23000 1		
ADVERTISING		18450 2							
COMMUNICATIONS						22000 1			
JOURNALISM		20400 1							
TELECOMMUN/BROADCASTING						20000 1			
FOREIGN LANGUAGES								33000 1	
LETTERS (incl English, Li					34000 1				
VISUAL & PERFORMING ARTS		20000 1		32000 1		22000 1			
HUMANITIES - OTHER					40000 1				25000 1
HISTORY		23000 1			30000 3			29000 4	
POLITICAL SCIENCE/GOVT		22000 1		32000 1	30500 2		24252 2	28750 4	
PSYCHOLOGY				32000 1	32000 1			25000 1	
SOCIOLOGY					30500 1			27000 1	
SOCIAL SCIENCES-OTHER	30167 3	24000 1	25000 1		30111 9			29500 5	
AEROSPACE & AERONAUTICAL								29000 1	
CHEMICAL								38400 2	36500 4
CIVIL							31200 1	27387 3	30386 18
COMPUTER							23000 1	25000 1	33900 1
ELECTRICAL/ELECTRONIC	31000 1				33000 2	36774 8	39260 2	31875 4	31800 1

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22980 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
INDUSTRIAL	30000 1							30667 3	
MECHANICAL	31000 1							30833 6	34000 1
ENGINEERING TECHNOLOGY								35000 1	
INDUSTRIAL TECHNOLOGY								29000 1	
COMPUTER SCIENCE	33350 2				39000 2	36000 2	34248 10	30625 8	28000 1
GEOLOGY & GEOLOGICAL SCI								25000 1	
MATHEMATICS	31000 1				34500 2		31000 1	31125 4	

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	
ACCOUNTING	24000	1			27500	8								
BUSINESS ADMIN (INCL MGMT	35000	1		21000	1	26000	2			22167	6			
ECONOM & FINANCE (BANKING	28313	8		25000	2	27750	6			26000	2	60000	1		
HUMAN RSRCS (incl LABOR R														20000	1
MANAGEMENT INFO SYSTEMS	25000	1				28020	5			28800	2				
MARKETING/MARK MGMT (RESR	27333	3				24167	3			20793	10				
ADVERTISING										21500	1				
COMMUNICATIONS														15000	1
JOURNALISM														18000	2
MERCHANDISING MANAGEMENT										24400	5				
FOREIGN LANGUAGES							15000	1							
LETTERS (incl English, Li	30000	1					18233	3		21000	1			21000	1
HUMANITIES - OTHER						23000	1								
CRIMINAL JUSTICE							21500	3							
HISTORY	28000	1		30000	1		22175	4		22500	2			21000	2
POLITICAL SCIENCE/GOVT							21500	4		24500	2			21700	1
PSYCHOLOGY										22333	3				
SOCIOLOGY										23000	1				
SOCIAL SCIENCES-OTHER						28250	2	21633	3	25000	1			18250	2
BIOENGINEERING & BIOMEDIC	35000	1													
ELECTRICAL/ELECTRONIC	40000	1													
INDUSTRIAL TECHNOLOGY						27000	1								
COMPUTER SCIENCE	33000	1				32933	3								

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MATHEMATICS	30000 1			31500 12					

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				23500 1			24667 1		27300 1
BUSINESS ADMIN (INCL MGMT						17195 1		24440 1	26600 1
ECONOM & FINANCE (BANKING	26000 1		20000 1	28800 2		23862 2		24440 1	26000 1
MANAGEMENT INFO SYSTEMS				30000 1					
MARKETING/MARK MGMT (RESR	26075 1		20000 1						
COMMUNICATIONS				25000 1		21023 1			
ELEMENTARY EDUCATION					21311 8				
PRE-ELEMENTARY EDUCATION					17000 1				
PHYSICAL EDUCATION					15000 1				
FOREIGN LANGUAGES						21023 1	17000 1		
LETTERS (incl English, Li		18000 1			20493 4		24000 1		
VISUAL & PERFORMING ARTS					23636 2				
HUMANITIES - OTHER								17000 1	
HISTORY			20000 1		24000 1				
POLITICAL SCIENCE/GOVT					23443 1	21000 1			
PSYCHOLOGY					19500 2				
SOCIOLOGY									16344 1
SOCIAL SCIENCES-OTHER				31500 1	16000 2				
AEROSPACE & AERONAUTICAL						26252 1			
AGRICULTURAL						22500 2			
BIOENGINEERING & BIOMEDIC									17000 1
CHEMICAL		37500 1				24695 2			
CIVIL						27332 1	31133 3		

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ELECTRICAL/ELECTRONIC		39200 2		34318 14		26772 15	33000 1		
INDUSTRIAL				34500 2		26252 2			
MECHANICAL		33000 1		34282 10		29185 10			
NUCLEAR				34500 1		30140 2			
NATURAL RESOURCES						16300 1			
COMPUTER SCIENCE				36100 5	23000 2	26040 1		30000 1	
HEALTH SCIENCES								17800 3	19600 1
NURSING								35100 1	
BIOLOGICAL		21750 2			18300 2				20000 1
MATHEMATICS					24284 1	22362 2	23000 1		

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT				22000 1					25333 3
ECONOM & FINANCE (BANKING				28000 1	26300 2			28500 1	
MANAGEMENT INFO SYSTEMS							31000 1		30000 2
MARKETING/MARK MGMT (RESR							28020 1		
PHYSICAL EDUCATION	14400 1								
HUMAN ECOLO (HOME ECONO				32500 1					
LETTERS (incl English, Li				21000 1					
HUMANITIES - OTHER									21000 1
HISTORY			12500 1						
PSYCHOLOGY									33000 1
SOCIOLOGY			18000 1						
SOCIAL SCIENCES-OTHER	21200 1		16467 3	19333 3					
AEROSPACE & AERONAUTICAL					34100 1		28800 1		35520 1
CHEMICAL									36703 24 40080/36500
ELECTRICAL/ELECTRONIC					33723 6		34530 2		36100 3
INDUSTRIAL							35880 1		35650 4
MECHANICAL					31222 12	33000 1	33435 14	33500 1	35371 17
NUCLEAR							33320 1		
AGRIBUSINESS						24500 2			
COMPUTER SCIENCE					34000 1				30500 1
BIOLOGICAL									28000 3
CHEMISTRY									31533 3
MATHEMATICS									32000 1

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	31000 1	22467 3		30500 1					
BUSINESS ADMIN (INCL MGMT	34140 1	30000 2	25000 1					33000 1	
ECONOM & FINANCE (BANKING	27133 3	26000 5	30000 2	30400 1	29000 1				
HUMAN RSRCS (incl LABOR R	33000 1								
MANAGEMENT INFO SYSTEMS	30000 1	30000 1	21500 2						34000 1
MARKETING/MARK MGMT (RESR		22000 1	26200 6						
COMMUNICATIONS			25000 1						
ELEMENTARY EDUCATION				30000 1					
LETTERS (incl English, Li		29000 1							
HISTORY			35000 1						
SOCIAL SCIENCES-OTHER			37000 1						
AEROSPACE & AERONAUTICAL		34480 3						36500 1	
CHEMICAL	35750 2	38287 3	37500 2	37500 2			37000 1	38000 3	40035 21 43000/39000
CIVIL		30725 4	34200 1					20432 2	37033 3
COMPUTER	35200 1	37568 3							
ELECTRICAL/ELECTRONIC	34983 12	34545 34 40000/32500		36450 2	33840 2		33720 1	36500 2	40200 3
INDUSTRIAL			34000 1						
MECHANICAL	34388 4	33125 32 36000/31200		36163 8	33600 1		29500 1	33500 1	34118 12
NUCLEAR		33500 1							
ENGINEERING TECHNOLOGY								30694 4	
INDUSTRIAL TECHNOLOGY		33500 1		34800 4					
COMPUTER SCIENCE	34050 16	34250 16	30500 1						34000 1
SYSTEMS ANALYSIS		35700 1							

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MATHEMATICS	31088	2	34700	3							

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING						28000 1	
ECONOM & FINANCE (BANKING	23000 1		26000 1			27194 5	31000 1
MANAGEMENT INFO SYSTEMS			41000 1			32000 1	
MARKETING/MARK MGMT (RESR			25000 1				22933 3
MERCHANDISING MANAGEMEN					13500 1		
LETTERS (incl English, Li			29000 1		26500 1		
HUMANITIES - OTHER							30000 1
POLITICAL SCIENCE/GOVT						40000 1	
CHEMICAL		36850 2	36250 2			37350 2	
ELECTRICAL/ELECTRONIC						36128 5	
MECHANICAL			33750 2			36353 3	
OTHER AGRICULTURAL SCIENC							24000 1
COMPUTER SCIENCE							32000 1
BIOLOGICAL			21000 1			22000 1	
MATHEMATICS	20000 1						

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27754 118 42000/23500	20067 12	25000 1	27000 14	31183 42 40000/30000	20750 8	29667 6	29402 41 40000/25000	25000 1
BACHELOR - TECHNICAL	31617 6				35500 6	36619 10	33747 15	30742 35 38500/27000	31564 26 37000/28000

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	28156 16		25250 4	27059 27 35000/24000	20767 18	22890 36 30600/20000	60000 1		19220 10
BACHELOR - TECHNICAL	34500 4			31488 16					

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	26038 2	18000 1	20000 3	27933 6	20463 22 27900/15000	21327 6	21889 3	21960 3	24061 4
BACHELOR - TECHNICAL		32067 6		34602 32 39300/32500	21377 5	26699 39 36500/22000	29880 5	23700 5	18867 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	17800 2		15980 5	23071 7	26300 2		29510 2	28500 1	27143 7
BACHELOR - TECHNICAL					32255 20 36000/29000	27333 3	33429 19	33500 1	35258 57 40800/31025

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	29934 7	26031 13	27300 14	30300 3	29000 1			33000 1	34000 1
BACHELOR - TECHNICAL	34352 37 38000/31500	34092 101 40000/31000	34740 5	36025 16	33760 3		33407 3	32357 13	37896 40 45000/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	23000 1		30250 4		20000 2	29497 8	
BACHELOR - TECHNICAL	20000 1	36850 2	32200 5			35127 11	

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH	21000 1								

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH				34000 1					
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					34000 1			25717 1	
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									40800 1
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							30000 1
MBA--TECH						40000 1	

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27566 102 35000/24000	25629 21 31000/22000							
BUSINESS ADMIN (INCL MGMT	27590 2	22000 2							27220 2
ECONOM & FINANCE (BANKING	27583 6	26424 14	31000 1	26250 2	31667 6	32000 3	23000 1	28500 2	30049 28 60000/25600
MARKETING/MARK MGMT (RESR		24500 1						24000 1	23500 2
LETTERS (incl English, Li					34000 1				
VISUAL & PERFORMING ARTS				32000 1					
HUMANITIES - OTHER					40000 1				
HISTORY									30000 3
POLITICAL SCIENCE/GOVT				32000 1	30500 1				30500 1
PSYCHOLOGY					32000 1				
SOCIOLOGY					30500 1				
SOCIAL SCIENCES-OTHER									31167 9
BIOENGINEERING & BIOMEDIC									35000 1
ELECTRICAL/ELECTRONIC								34000 1	
MATHEMATICS		28000 1							30025 4

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		27000 1							
ECONOM & FINANCE (BANKING	28300 5		30250 2						
MARKETING/MARK MGMT (RESR	35000 1	25000 1	23750 2				19000 1		
ADVERTISING							20000 1		16900 1
COMMUNICATIONS							15000 1	25000 1	22000 1
JOURNALISM						16000 1			20000 1
TELECOMMUN/BROADCASTING							20000 1		
FOREIGN LANGUAGES								15000 1	
LETTERS (incl English, Li									21000 1
VISUAL & PERFORMING ARTS							22000 1		
HISTORY	28000 1								21000 2
POLITICAL SCIENCE/GOVT					22000 1				
SOCIAL SCIENCES-OTHER	22000 1								18250 2
COMPUTER							39200 1		
MECHANICAL	37500 1								

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									24667 1
BUSINESS ADMIN (INCL MGMT			22000 1				31380 3		22598 2
ECONOM & FINANCE (BANKING		29000 1			37000 1		23250 4		20512 2
MANAGEMENT INFO SYSTEMS							26500 2		
MARKETING/MARK MGMT (RESR	15500 2		23760 2		20000 2		23636 18		
ADVERTISING			21500 1						
COMMUNICATIONS							25000 1		21023 1
JOURNALISM	20400 1								
ELEMENTARY EDUCATION							30000 1		
MERCHANDISING MANAGEMENT			25667 3						
FOREIGN LANGUAGES									21023 1
LETTERS (incl English, Li			26500 1		23500 2		30000 1	24000 1	
VISUAL & PERFORMING ARTS	20000 1								
HUMANITIES - OTHER							24667 3		
HISTORY	23000 1	27500 2					25000 2		
POLITICAL SCIENCE/GOVT							29501 3	21000 1	
SOCIAL SCIENCES-OTHER	24500 2		25000 1		37000 1		25000 1		
CHEMICAL					2				
COMPUTER							23000 1		
INDUSTRIAL					34800 1				
MECHANICAL							31122 4		
AGRIBUSINESS							24500 2		
COMPUTER SCIENCE		28000 1							

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BIOLOGICAL							28000 1		
MATHEMATICS							32000 1		

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
CRIMINAL JUSTICE		22500 1							
AEROSPACE & AERONAUTICAL							35400 1		32280 3
BIOENGINEERING & BIOMEDIC						17000 1			
CHEMICAL								33607 3	35500 1
CIVIL							29363 13	30308 9	
ELECTRICAL/ELECTRONIC							34511 3		34086 11
INDUSTRIAL							26252 1		31670 3
MECHANICAL						37500 1	33060 6	31700 2	33169 31 37500/30360
ENGINEERING TECHNOLOGY								35000 1	
INDUSTRIAL TECHNOLOGY									34800 4
BIOLOGICAL						21750 2			22000 1
MATHEMATICS	23000 1								

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	30000 1								
ECONOM & FINANCE (BANKING		30000 1							
MANAGEMENT INFO SYSTEMS									30000 1
AEROSPACE & AERONAUTICAL					34100 1		35520 1		31376 2
AGRICULTURAL									22500 2
CHEMICAL		35500 1			35954 6	37500 1	38326 48 43000/36780		36353 11
CIVIL			32400 1		36700 1			29279 4	31914 7
COMPUTER	25000 1		37100 2						33900 1
ELECTRICAL/ELECTRONIC	35367 6	33408 9	37340 3	34227 7	36140 9	30237 8	35400 1	30651 13	34998 44 45000/32500
INDUSTRIAL									33040 3
MECHANICAL		33520 2	37510 1	33086 4	33503 6	32710 10	37250 2	32703 15	33556 41 37900/31538
NUCLEAR					34000 2	32825 2			27950 1
ENGINEERING TECHNOLOGY								32100 1	30225 3
INDUSTRIAL TECHNOLOGY	29000 1				33500 1				
COMPUTER SCIENCE	35000 2	28000 1	33027 15	34700 1	38600 3			31500 1	35283 12
CHEMISTRY							37400 1		
MATHEMATICS			34700 3						

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
SOCIAL SCIENCES-OTHER									16000 1
HEALTH SCIENCES			18250 4						
NURSING				35100 1					
BIOLOGICAL									21000 3

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					42000 1				
BUSINESS ADMIN (INCL MGMT	22000 1				25000 1	30000 1	50000 1		
ECONOM & FINANCE (BANKING	28000 1								
MANAGEMENT INFO SYSTEMS					26360 10	34333 3	30625 4		
HUMAN ECOLOGY (HOME ECONO	32500 1								
FOREIGN LANGUAGES					33000 1				
LETTERS (incl English, Li	21000 1								
HUMANITIES - OTHER		17000 1							
HISTORY			12500 1						
SOCIOLOGY	18000 1			16344 1					
SOCIAL SCIENCES-OTHER	19600 2	14400 1		17000 1					
COMPUTER					34505 1				
ELECTRICAL/ELECTRONIC						34400 1	35000 1		
INDUSTRIAL					32200 1				
NATURAL RESOURCES									16300 1
OTHER AGRICULTURAL SCIENC									24000 1
COMPUTER SCIENCE					33446 13	34833 6	32502 13		
SYSTEMS ANALYSIS							35700 1		
MATHEMATICS					28392 3			31993 14	

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT		29000 3	25000 1	24371 7					
ECONOM & FINANCE (BANKING		30357 21 40000/27000		27850 10					
HUMAN RSRCS (incl LABOR R			26500 2						
MANAGEMENT INFO SYSTEMS		30000 1		30800 2					
MARKETING/MARK MGMT (RESR			12300 1	22108 7					
ELEMENTARY EDUCATION									21311 8
PRE-ELEMENTARY EDUCATION		—							17000 1
PHYSICAL EDUCATION									14700 2
MERCHANDISING MANAGEMENT				19500 3					
FOREIGN LANGUAGES			17000 1						
LETTERS (incl English, Li				25000 2		18233 3			20493 4
VISUAL & PERFORMING ARTS									23636 2
HUMANITIES - OTHER				25000 1					
CRIMINAL JUSTICE						21000 2			
HISTORY		29333 3		26500 2		22175 4			24000 1
POLITICAL SCIENCE/GOVT		28750 4		23567 3		21500 4			23443 1
PSYCHOLOGY		25000 1	33000 1	24750 4					19500 2
SOCIOLOGY		27000 1				23000 1			
SOCIAL SCIENCES-OTHER		29750 8	24000 1	31500 1		20725 4			16000 2
AEROSPACE & AERONAUTICAL		29000 1							
CIVIL		26000 1							
ELECTRICAL/ELECTRONIC		31500 3		34400 3					
INDUSTRIAL		31000 3		37800 2					

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
MECHANICAL		30000 5		36043 7					
INDUSTRIAL TECHNOLOGY		27000 1							
COMPUTER SCIENCE		30867 6							22000 1
BIOLOGICAL			33000 1					21000 1	16600 1
CHEMISTRY							2600 1	31200 1	
GEOLOGY & GEOLOGICAL SCI		25000 1							
MATHEMATICS		32250 2			22362 2				24284 1

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	27568 110 35000/23500	25701 38 31000/21000	31000 1	29125 4	32455 11	32000 3	23000 1	27000 3	29862 45 60000/25600
BACHELOR - TECHNICAL		28000 1						34000 1	31020 5

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	28313 8	26000 2	27000 4		22000 1	16000 1	19200 5	20000 2	19800 8
BACHELOR - TECHNICAL	37500 1						39200 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	20486 7	28000 3	24391 9		26833 6		25336 39 40000/20000	22500 2	21847 7
BACHELOR - TECHNICAL		28000 1			36600 3		28499 9		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		22500 1							
BACHELOR - TECHNICAL	23000 1					24500 4	31053 24 39200/27332	31466 15	33181 54 37500/30200

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	30000 1	30000 1							
BACHELOR - TECHNICAL	33620 10	33170 13	34225 25 39520/30000	33886 12	35521 29 39300/31025	32007 21 37500/27332	38159 53 43000/36500	31462 34 38000/27000	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL			18250 4	35100 1					

AVERAGE SALARY OFFERS JULY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	22957 7	15700 2	12500 1	16672 2	27969 13	33250 4	34500 5		
BACHELOR - TECHNICAL					32593 18	34771 7	32881 15	31993 14	20150 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		29702 42 40000/26000	23471 7	25075 42 35000/21000		20961 18			20199 23 27900/14472
BACHELOR - TECHNICAL		30183 23 35000/27000	33000 1	35925 12	22362 2		26000 1	26100 2	20961 3

A394-11-U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No.6 September 1991

EASTERN REGION (ECPO)

Alfred University
Babson College
Bard College
Bentley College
Boston College
Boston University
University of Bridgeport
Brown University
Buffalo State College
Clarkson University
Columbia University
University of Connecticut
Cornell University
CUNY -Bernard M. Baruch
CUNY - Baruch College - Business & Public Administration
CUNY - City College
CUNY - Hunter College
Dartmouth College
Eastern Connecticut State University
Fordham University - Lincoln Center
Fordham University
Franklin Pierce College
Husson College
The King's College
LeMoyne College
University of Maine-Orono
Manhattan College
Manhattanville College
Marist College
MIT
MIT - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New Hampshire College
Northeastern University
Pace University-New York City
Pace University-Westchester
Polytechnic University
Post College
Pratt Institute
Rensselaer Polytechnic University
Regis College
Rhode Island School of Design
University of Rhode Island
Roberts Wesleyan College
Rochester Institute of Technology
University of Rochester
University of Rochester-W.E. Simon Graduate School of Business
Sacred Heart University
Saint Anselm College
St. John Fisher College
St. Joseph's College
Siena College
SUNY - Brockport
SUNY - Buffalo
SUNY - Cortland
SUNY - Geneseo
SUNY - Plattsburgh
SUNY - Purchase
Syracuse University
Tufts University
Union College
Vassar College
Wells College
Westminster College
Williams College
Worcester Polytechnic Institute

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Eastern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 5, 1991 through August 8, 1991) and cumulatively (September 1, 1990, through August 8,, 1991). The block tables list data for the cumulative period, and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	63	834	$28639	$26777	$33000	$30500	$22500	188	3608	$27771	$26642	$32000	$28000	$23000
BUSINESS ADMIN (INCL MGMT	13	572	24994	24700	*	*	*	42	1538	26345	24019	32000	25500	21000
DISTRIBUTION MANAGEMENT	1	10	19800	26335	*	*	*	1	28	19800	27081	*	*	*
ECONOM & FINANCE (BANKING	39	482	26334	25575	31512	28000	19500	150	1720	28196	25819	34000	28000	21023
HOTEL/RESTAURANT MGMT.	+	31	+	21577				+	149	+	21220			
HUMAN RSRCS (incl LABOR R	1	31	15600	23052	*	*	*	3	124	22867	23812	*	*	*
MANAGEMENT INFO SYSTEMS	6	97	27700	27656	*	*	*	29	419	28617	28237	31000	30000	25000
MARKETING/MARK MGMT (RESR	10	393	22970	23330	*	*	*	51	1473	22799	23713	28020	23500	17680
REAL ESTATE	+	5	+	23000				+	12	+	21693			
COMMUNICATIONS														
ADVERTISING	+	38	+	20985				3	89	19467	21490	*	*	*
COMMUNICATIONS	4	116	21000	21495	*	*	*	9	309	21336	21852	*	*	*
JOURNALISM	+	44	+	18031				3	147	18800	19821	*	*	*
TELECOMMUN/BROADCASTING	+	19	+	19400				1	71	20000	22321	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	13	238	20296	18733	*	*	*	22	511	21106	19439	25406	22000	16000
PRE-ELEMENTARY EDUCATION	+	11	+	17063				1	41	17000	16724	*	*	*
PHYSICAL EDUCATION	+	17	+	21540				2	46	14700	20137	*	*	*
SPECIAL EDUCATION	+	41	+	20454				+	91	+	21536			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	17762				1	32	32500	20628	*	*	*
TEXTILES & CLOTHING	+	33	+	20269				+	115	+	20940			
MERCHANDISING MANAGEMENT	+	5	+	20532				6	49	22583	20967	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	5	33	20520	21405	*	*	*	9	69	20958	21526	*	*	*
LETTERS (incl English, Li	11	97	22154	22444	*	*	*	28	208	22638	21937	29000	21500	17000
VISUAL & PERFORMING ARTS	6	42	20067	20315	*	*	*	11	105	21970	19913	*	*	*
HUMANITIES - OTHER	4	39	19375	25081	*	*	*	10	119	23350	23567	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	20	+	24446				3	76	21500	22280	*	*	*
HISTORY	5	48	27900	23408	*	*	*	27	116	25693	23441	30000	25000	20000
POLITICAL SCIENCE/GOVT	13	87	23546	23537	*	*	*	33	218	25023	23252	30500	24000	21000
PSYCHOLOGY	6	81	22133	20519	*	*	*	15	232	24053	20541	*	*	*
SOCIOLOGY	1	31	37294	21065	*	*	*	6	94	25356	20431	*	*	*
SOCIAL SCIENCES-OTHER	6	50	22950	20966	*	*	*	44	177	25175	21375	31500	24500	18000
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	45	+	31302				9	168	32624	30667	*	*	*
AGRICULTURAL	1	6	22067	26161	*	*	*	3	45	22356	30249	*	*	*
ARCHITECTURAL	1	17	25000	28049	*	*	*	1	67	25000	30396	*	*	*
BIOENGINEERING & BIOMEDIC	+	2	+	34100				2	11	26000	30391	*	*	*
CHEMICAL	23	303	35451	37989	38000	37000	33000	96	1655	37031	37492	40300	37500	34200
CIVIL	14	257	30304	29634	*	*	*	50	1086	30287	29658	35412	30014	26600
COMPUTER	1	42	33500	31860	*	*	*	8	243	32913	32280	*	*	*
ELECTRICAL/ELECTRONIC	27	501	34202	33191	38000	34000	31720	150	2141	34056	33190	39200	34000	29892

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 6/5/91 THROUGH 8/9/91

CUMULATIVE PERIOD 9/1/91 THROUGH 8/9/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	1	5	$26000	$25317	*	*	*	1	11	$26000	$27317	*	*	*
INDUSTRIAL	4	131	34275	31597	*	*	*	18	545	32949	32131	*	*	*
MECHANICAL	42	538	32399	33971	$37000	$34050	$27332	180	2431	33102	33999	$37000	$33500	$27600
METALLURGICAL	+	26	+	32810				+	177	+	33314			
MINING (INCL GEOLOGICAL)	+	29	+	32126				+	77	+	31738			
NUCLEAR	1	12	36000	31699	*	*	*	6	33	32933	32175	*	*	*
PETROLEUM	+	17	+	37924				+	198	+	38882			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	1	174	33000	30513	*	*	*	6	354	31796	30098	*	*	*
INDUSTRIAL TECHNOLOGY	1	41	31600	28197	*	*	*	8	76	32538	28403	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	36	+	24387				2	110	24500	23552	*	*	*
ANIMAL SCIENCES	+	9	+	19578				+	38	+	21851			
PLANT SCIENCES	+	9	+	23659				+	24	+	21459			
NATURAL RESOURCES	1	8	27000	22472	*	*	*	2	20	21650	21342	*	*	*
OTHER AGRICULTURAL SCIENC	1	18	13958	22742	*	*	*	2	55	18979	23694	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	18	331	32494	30732	*	*	*	93	1093	33174	30696	38500	33500	28000
COMPUTER PROGRAMMING	+	6	+	26500				+	41	+	27111			
INFORMATION SCIENCES & SY	2	22	34000	28066	*	*	*	2	222	34000	29218	*	*	*
SYSTEMS ANALYSIS	3	9	29667	27599	*	*	*	4	17	31175	27521	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	22	+	27957				+	177	+	29443			
HEALTH SCIENCES	1	9	25500	26056	*	*	*	5	50	19700	21861	*	*	*
NURSING	2	142	33126	27476	*	*	*	3	392	33784	29596	*	*	*
PHARMACY	9	68	45556	39611	*	*	*	9	124	45556	39533	*	*	*
SCIENCES														
ACTUARIAL	+	10	+	29008				+	36	+	31392			
ARCHITECTURAL & ENVIRONME	+	11	+	23464				+	29	+	26017			
BIOLOGICAL	+	29	+	22887				10	90	22710	21917	*	*	*
CHEMISTRY	2	24	27500	25927	*	*	*	5	104	29920	26836	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	6	+	28837				1	33	25000	28463	*	*	*
MATHEMATICS	10	87	29553	26238	*	*	*	42	249	30222	27370	35000	31500	24284
PHYSICS	16	29	32299	29732	*	*	*	16	50	32299	29227	*	*	*
OTHER PHYSICAL & EARTH SC	1	9	21000	23406	*	*	*	1	16	21000	24140	*	*	*
POLYMER SCIENCE	+	+	+	+				+	3	+	34367			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	390	6590						1433	24279					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	51	653	$29953	$27522	$34000	$30500	$25500	161	2697	$28323	$27246	$32000	$28000	$24000
ACCOUNTING (PRIVATE)	11	226	22591	24600	*	*	*	50	1001	25063	25049	30000	25000	20000
COMMERCIAL BANKING (CNSMR	2	58	23000	23217	*	*	*	3	165	25667	22408	*	*	*
COMMERCIAL BANKING (LENDG	+	65	+	23338				4	202	29125	23638	*	*	*
INVESTMT BANKING (CORP FN	7	25	30014	29594	*	*	*	18	68	31506	29245	*	*	*
INVESTMT BANKNG (M & A)	1	3	30500	24980	*	*	*	4	8	31625	28493	*	*	*
INVESTMT BANKG (REAL EST)	+	6	+	23107				1	12	23000	22428	*	*	*
INVESTMT BANKG (SALES & T	1	20	19500	23612	*	*	*	5	46	26900	24270	*	*	*
FINANCIAL/TREASURY ANALYS	9	140	24433	26439	*	*	*	59	544	29132	27184	34000	30000	23400
PORTFOLIO MGMT/BROKERAGE	2	15	32000	23987	*	*	*	11	65	29818	24872	*	*	*
UNDERWRITING	1	61	26000	25246	*	*	*	3	200	26000	24681	*	*	*
INSURANCE - CLAIMS	4	66	25780	23773	*	*	*	8	179	26390	23149	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	22	+	21951				+	54	+	21100			
MEDIA PLANNING	2	13	22500	22155	*	*	*	3	30	22333	21065	*	*	*
REPORTING	1	10	20000	15600	*	*	*	2	32	18000	17540	*	*	*
PRODUCTION	+	43	+	29100				6	98	22533	26403	*	*	*
PUBLIC RELATIONS	2	32	34250	21669	*	*	*	4	86	27125	20912	*	*	*
WRITING / EDITING	4	25	22125	20773	*	*	*	12	63	20575	20711	*	*	*
MARKETING														
ADVERTISING	+	23	+	19795				7	66	20486	20815	*	*	*
BRAND/PRODUCT MANAGEMENT	4	56	3066	25978	*	*	*	8	181	27033	24918	*	*	*
BUYER/MERCHANDISING	5	76	26000	23642	*	*	*	14	379	24966	23542	*	*	*
DISTRIBUTION	1	26	20800	23575	*	*	*	1	72	20800	25157	*	*	*
MARKET RESEARCH	7	29	21729	22966	*	*	*	16	106	26431	24769	*	*	*
PURCHASING	+	30	+	27757				+	62	+	27736			
SALES	21	490	23867	24838	27000	25000	18200	69	1570	25301	25205	30288	25000	20000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	16	10800	23365	*	*	*	3	48	18600	21632	*	*	*
FINANC,TAXA, MONETARY POL	3	35	25674	23906	*	*	*	10	115	22995	23036	*	*	*
ECONOMIC PROGRAMS	3	12	20167	21793	*	*	*	4	29	20875	21751	*	*	*
LAW ENFORCEMENT	+	22	+	23995				1	81	22500	23325	*	*	*
MILITARY	3	27	25000	25370	*	*	*	3	82	25000	24240	*	*	*
NATIONAL SECURITY	2	4	23500	23950	*	*	*	2	13	23500	21877	*	*	*
URBAN / REGIONAL PLANNING	+	19	+	26008				+	29	+	23655			
ENGINEERING														
BIOENGINEERING	+	18	+	38784				4	27	24500	35064	*	*	*
DESIGN / CONSTRUCT	13	362	30048	31586	*	*	*	37	1239	30700	31005	36000	30500	26252
ENVIRONMENTAL/SANITATION	7	58	30713	30002	*	*	*	22	217	31227	30725	36000	31250	27322
MANUFACTURING/INDUSTRIAL	18	246	34673	32936	*	*	*	72	1226	33554	33731	36500	34020	30360
SYSTEMS / PROGRAMMING	5	82	35640	32731	*	*	*	16	323	34025	32363	*	*	*
POWER SYSTEMS	3	73	35167	33273	*	*	*	17	304	33336	33228	*	*	*
SOFTWARE DESIGN & DEVELOP	4	95	34375	32293	*	*	*	29	301	34246	32687	39000	34700	30000
HARDWARE DESIGN & DEVELOP	2	64	32500	35397	*	*	*	14	255	33688	34133	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	7	78	$33157	$34533	*	*	*	36	406	$35061	$34319	$39200	$35851	$30000
TESTING	1	57	16000	31390	*	*	*	22	202	31279	30889	34100	33000	26000
PROCESS ENGINEERING	12	187	36533	37666	*	*	*	65	1259	37859	37659	40320	37500	36000
PROJECT ENGINEERING	9	265	33278	33406	*	*	*	43	1378	31842	33960	36500	32500	27000
OTHER ENGINEERING	52	502	32412	32941	$37500	$33450	$27332	180	1982	33540	32851	38000	34051	27600
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	8	+	25769				+	36	+	23673			
INDUSTRIAL HYGIENE	+	5	+	34000				+	10	+	29053			
MEDICAL TECHNOLOGY	+	12	+	25337				4	56	18250	24888	*	*	*
NURSES / PERSONAL CARE	2	141	33126	27482	*	*	*	3	386	33784	29486	*	*	*
OCCUPATIONAL THERAPY	+	1	+	16500				+	39	+	29291			
PHARMACIST	9	68	45556	39537	*	*	*	9	125	45556	39389	*	*	*
PHYSICAL THERAPY	+	11	+	30987				+	35	+	29990			
RESPIRATORY THERAPY	+	+	+	+				+	5	+	32651			
OTHER HEALTH RELATED	1	14	25000	20119	*	*	*	5	137	20800	25753	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	11	29500	21636	*	*	*	8	45	23775	20452	*	*	*
COUNSELING	6	38	23917	17831	*	*	*	8	100	21863	17382	*	*	*
FUNDRAISING / DEVELOPMENT	1	7	25500	21071	*	*	*	2	11	19000	19840	*	*	*
SOCIAL WORK	2	25	14750	17422	*	*	*	4	80	15711	17455	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	12	208	28008	28658	*	*	*	43	784	29916	28762	34505	30000	25000
INFORMATION SYSTEMS	3	103	35000	29322	*	*	*	14	356	34386	29740	*	*	*
SYSTEMS ANALYSIS & DESIGN	7	144	30571	31073	*	*	*	27	488	32582	30442	37740	32500	28500
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	20	35000	30605	*	*	*	17	70	32524	31759	*	*	*
AGRICULTURE/NAT'L RESOURC	2	34	20479	20594	*	*	*	4	125	20315	21518	*	*	*
ARCHITECTURE	+	9	+	23200				+	19	+	25879			
CONSULTING	6	132	31750	28237	*	*	*	71	623	30031	29007	35000	30000	26000
HUMAN RESRCS /INDUS RELS	+	36	+	23215				8	131	24663	23531	*	*	*
MANAGEMENT TRAINEE	20	610	26340	22633	32000	28000	18000	74	1961	27176	22726	35400	26288	21000
MATH/STATISTICIANS	3	27	29607	25778	*	*	*	5	60	26709	24606	*	*	*
PARALEGAL	10	23	21250	21967	*	*	*	28	48	21064	21251	25000	21250	18000
RESEARCHERS NON-TECHNICAL	+	12	+	22016				1	25	26000	22326	*	*	*
RESEARCHERS - TECHNICAL	+	24	+	24757				2	67	26100	27274	*	*	*
TEACHING	21	432	21035	19484	24666	22000	16000	47	955	20621	20027	26000	22000	14472
TOTALS	390	6590						1433	24279					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

ECPO REGIONAL Report No. 6 SEPTEMBER 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	54	+	$29840				4	293	$30875	$30996	*	*	*
MBA--NON-TECH	14	198	$38871	35269	*	*	*	19	560	37301	35241	*	*	*
MBA--TECH	7	46	36989	37174	*	*	*	9	125	35547	38582	*	*	*
MS-BUSINESS	2	10	39250	31956	*	*	*	2	49	39250	40047	*	*	*
ECONOMICS & FINANCE (BANK	+	14	+	35174				3	249	29000	41466	*	*	*
HUMAN RESOURCES (INCL LAB	+	3	+	36333				+	56	+	38573			
MANAGEMENT INFORMATION SY	2	4	35250	38875	*	*	*	2	37	35250	36150	*	*	*
MARKETING/MKTNG MGT (RESE	+	7	+	36718				1	148	36000	43182	*	*	*
COMMUNICATIONS														
ADVERTISING	+	1	+	23000				+	5	+	31200			
COMMUNICATIONS	+	3	+	19067				+	11	+	26524			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	30338				+	17	+	24303			
ELEMENTARY EDUCATION	+	9	+	21410				+	38	+	23657			
PHYSICAL EDUCATION	+	+	+	+				+	7	+	23286			
READING EDUCATION	+	3	+	23167				+	4	+	25611			
SPECIAL EDUCATION	+	6	+	25021				+	20	+	24141			
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	38305				+	4	+	27477			
LETTERS	+	1	+	24000				1	8	32500	25773	*	*	*
VISUAL & PERFORMING ARTS	+	2	+	31900				+	7	+	25432			
HUMANITIES - OTHER	+	+	+	+				+	9	+	32760			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	3	+	27333				+	4	+	26036			
PSYCHOLOGY	+	4	+	25000				+	16	+	23657			
SOCIOLOGY	+	1	+	28000				+	4	+	25200			
SOCIAL SCIENCES - OTHER	+	3	+	35800				+	16	+	31780			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	9	+	36629				+	24	+	36195			
AGRICULTURAL	+	1	+	36500				+	4	+	32225			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				1	4	27950	32238	*	*	*
CHEMICAL	+	27	+	40721				5	95	39848	40457	*	*	*

continued

ECPO REGIONAL Report No. 6 SEPTEMBER 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	22	+	$32710				2	134	$31470	$34551	*	*	*
COMPUTER	+	4	+	34075				1	22	35200	38348	*	*	*
ELECTRICAL/ELECTRONIC	3	94	$37767	39072	*	*	*	15	267	37999	38804	*	*	*
INDUSTRIAL	1	24	39000	34963	*	*	*	6	56	38669	36121	*	*	*
MECHANICAL	2	48	38910	39002	*	*	*	14	213	36994	38114	*	*	*
METALLURGICAL	+	15	+	41005				+	39	+	39105			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	3	+	36675				+	10	+	38086			
PETROLEUM	+	7	+	41443				+	38	+	43608			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	29250				+	13	+	28586			
HEALTH SCIENCES	+	6	+	25917				+	23	+	25901			
NURSING	+	1	+	23000				+	5	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	35810				+	9	+	28702			
ARCHITECTURAL & ENVIRONME	+	2	+	25150				+	3	+	26127			
BIOLOGICAL	+	4	+	20350				+	9	+	22384			
CHEMISTRY	+	5	+	31403				+	18	+	33575			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	23	42000	38990	*	*	*	22	160	38770	37894	$42600	$39800	$32000
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	18	+	36239				+	52	+	36824			
MATHEMATICS (INCL ACTUARI	+	16	+	31023				+	34	+	30061			
PHYSICS	2	5	38000	40000	*	*	*	2	8	38000	35207	*	*	*
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	34	716						109	2945					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	14	95	$42286	$40066	*	*	*	14	279	$42286	$42877	*	*	*
MBA--TECH	2	31	43250	39415	*	*	*	2	102	43250	45921	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	28	159	48066	44642	$52100	$47500	$42000	30	459	47945	47243	$55000	$47500	$42000
MBA--TECH	11	62	46582	46447	*	*	*	11	223	46582	51034	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	16	196	49003	49644	*	*	*	20	603	47602	50412	60000	46000	36000
MBA--TECH	10	83	53870	55430	*	*	*	11	279	54064	54219	*	*	*
TOTALS	81	626						88	1945					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/5/91 THROUGH 8/9/91							CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	2	9	$60000	$57844	*	*	*	4	35	$60000	$58300	*	*	*
ECONOMICS	+	+	+	+				1	2	52500	43000	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	14	+	46280				+	25	+	43780			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	2	+	54000				+	5	+	43600			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	2	+	30400				+	11	+	42409			
SOCIOLOGY	+	1	+	40000				+	2	+	40000			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	7	+	55171				+	10	+	52428			
CHEMICAL	1	27	50000	52654	*	*	*	6	102	53940	52992	*	*	*
CIVIL	+	4	+	45400				+	10	+	43060			
COMPUTER	+	5	+	58768				1	10	70500	56584	*	*	*
ELECTRICAL/ELECTRONIC	+	15	+	51613				2	44	60000	54612	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	1	4	45995	48879	*	*	*	3	16	39932	46866	*	*	*
METALLURGICAL	1	3	52000	52773	*	*	*	2	21	50000	49315	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	4	+	43638			
BIOLOGICAL	+	+	+	+				+	6	+	31800			
CHEMISTRY	1	18	48000	45356	*	*	*	4	84	48125	47911	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	11	+	44588				+	21	+	48205			
MATHEMATICS	+	7	+	43429				+	13	+	41146			
PHYSICS	1	3	50000	41667	*	*	*	1	8	50000	39913	*	*	*
POLYMER	+	3	+	49167				+	9	+	48667			
TOTALS	7	135						24	442					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	25909 229 32500/22200			28683 6		32333 3	22525 4	30200 2	
BUSINESS ADMIN (INCL MGMT	27656 18			22000 7	40000 1	31080 2	31700 2	30714 7	25000 1
ECONOM & FINANCE (BANKING	26711 18			23846 11	29700 5	24800 2	25500 2	30600 5	
HUMAN RSRCS (incl LABOR R					19200 2		14000 1		
MANAGEMENT INFO SYSTEMS	30000 1			26498 2	30000 1		29400 2	32500 2	
MARKETING/MARK MGMT (RESR		21500 2		24000 2		18500 2	25180 5	28500 2	28000 1
ADVERTISING		24000 1							
COMMUNICATIONS				22530 2	30000 1	30500 2	20000 2		
JOURNALISM				24000 1		17500 2			
TELECOMMUN/BROADCASTING								19000 1	
LETTERS (incl English, Li		25000 1		24000 1					
VISUAL & PERFORMING ARTS		24000 1							
HUMANITIES - OTHER								18200 1	
HISTORY				21000 1					
POLITICAL SCIENCE/GOVT				21667 3	16800 1	10000 1		21600 1	
PSYCHOLOGY	28000 1					14400 1		20400 1	
AEROSPACE & AERONAUTICAL								36000 1	36400 1
AGRICULTURAL								32375 4	32400 1
ARCHITECTURAL			24333 3						26500 1
CHEMICAL								36000 1	36000 1
CIVIL			36000 1					33400 5	34293 17
COMPUTER						36750 2	32000 1		
ELECTRICAL/ELECTRONIC			34000 1			31700 1	37000 6	27557 3	31971 7

AVERAGE SALARY OFFERS — SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT — Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER — CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 — 90th: 22080 / 10th: 18330 — PART 1 - PAGE 2

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
INDUSTRIAL	30000 1		34000 1					31333 3	
MECHANICAL			33600 1			31000 1		29250 4	30940 3
ENGINEERING TECHNOLOGY			26800 6			33000 1			32050 2
AGRIBUSINESS	25750 2			20000 1			33000 1	28000 1	
ANIMAL SCIENCES				30000 1					
NATURAL RESOURCES								28080 1	
COMPUTER SCIENCE				28667 3		36550 2	29837 24 39000/22500		
INFORMATION SCIENCES & SY	30000 1						22000 1		
ARCHITECTURAL & ENVIRONME			27167 9						28000 1
BIOLOGICAL								23800 1	
MATHEMATICS	29000 1			28000 1		35700 1	41208 4	24500 1	
PHYSICS							36500 2		
OTHER PHYSICAL & EARTH SC							29500 2		

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	25379 19		25500 2	23000 2		20583 3			
BUSINESS ADMIN (INCL MGMT	22010 5	28667 3	18150 6	26633 12		21726 29 32000/18000			
ECONOM & FINANCE (BANKING	23373 26 36000/18000	28000 1		24997 7		24786 14			16800 1
HOTEL/RESTAURANT MGMT.		23600 3	21380 13	19944 1		20600 1			
HUMAN RSRCS (incl LABOR R	30000 1	24000 1		24250 4		20680 5	24000 1		
MANAGEMENT INFO SYSTEMS				26000 3		20400 1			
MARKETING/MARK MGMT (RESR	22250 2	25000 1	20000 2	29220 4		23517 33 45000/20000	23750 2	21000 6	26000 2
REAL ESTATE	21250 2								
COMMUNICATIONS		12000 1	27600 1	19000 2		21167 9			17000 2
JOURNALISM					21840 1	22900 3			15000 1
TELECOMMUN/BROADCASTING						28000 1			
TEXTILES & CLOTHING		19200 1		15600 1		21200 4			
FOREIGN LANGUAGES				17000 2		12200 2			
LETTERS (incl English, Li						22740 1			12000 1
HUMANITIES - OTHER				29510 1					
CRIMINAL JUSTICE						18000 1			
HISTORY						19640 5			
POLITICAL SCIENCE/GOVT						22300 7	25500 2		
PSYCHOLOGY	22500 2					31000 2			
SOCIOLOGY							25500 2		
SOCIAL SCIENCES-OTHER						21000 1			
ELECTRICAL/ELECTRONIC						35400 1			
INDUSTRIAL	26000 2			27000 1		28000 2			

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MECHANICAL						27000 1			
ENGINEERING TECHNOLOGY				32167 3					
AGRIBUSINESS	22500 1					23400 5			
ANIMAL SCIENCES		48000 1							
OTHER AGRICULTURAL SCIENC		25000 1	25000 1			30368 1			
COMPUTER SCIENCE	30500 2			29600 5					
ARCHITECTURAL & ENVIRONME		25000 1				25000 1			
MATHEMATICS	25000 1			31000 1					

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	22000 1		24250 2	27000 1	24000 1	22120 11	25029 24 38000/21085	26998 2	23500 2
BUSINESS ADMIN (INCL MGMT	29000 1	24500 1	24667 3	33900 2	37800 1	24655 3			17000 1
ECONOM & FINANCE (BANKING	23350 4	25500 1	23200 2	36000 1	20000 1	23461 5	22200 2		25333 3
HUMAN RSRCS (incl LABOR R			26200 1	27500 2	22667 3				
MANAGEMENT INFO SYSTEMS				32660 3					
MARKETING/MARK MGMT (RESR			18700 4						24000 1
ADVERTISING						23560 1			
COMMUNICATIONS			29333 2						
ELEMENTARY EDUCATION					17070 81 34985/10000				
PHYSICAL EDUCATION					21523 7				17000 1
SPECIAL EDUCATION					20072 18				
FOREIGN LANGUAGES					22107 2				
LETTERS (incl English, Li				32000 1	29428 2	20200 1			20000 1
VISUAL & PERFORMING ARTS					18763 4				
HUMANITIES - OTHER					20633 3				
CRIMINAL JUSTICE						21000 2			
HISTORY					25000 1		37200 1		
POLITICAL SCIENCE/GOVT					44400 1	15798 2	28333 3		
PSYCHOLOGY					16492 2	23100 1			
SOCIOLOGY			21150 2				31200 1		
SOCIAL SCIENCES-OTHER						20195 1	24000 1		
AEROSPACE & AERONAUTICAL						27700 2			
ARCHITECTURAL							35877 3		

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CHEMICAL				36000 1		38400 . 1			
CIVIL		31200 1	32840 5	34200 3			33366 19		
COMPUTER		40505 1		42000 1		26252 1			
ELECTRICAL/ELECTRONIC		32650 2		35510 16		27565 13	33350 2	45000 1	
ENIVRONMENTAL ENGINEERING			25146 4						
INDUSTRIAL				41300 2				33000 1	
MECHANICAL		33000 1		36413 9		29140 9	29200 1		35000 1
ENGINEERING TECHNOLOGY			34333 3	32703 6		29430 1			31000 1
AGRIBUSINESS		26000 1							
PLANT SCIENCES					37250 2				
NATURAL RESOURCES							24000 1		
OTHER AGRICULTURAL SCIENC					24690 1		32000 1		30000 1
COMPUTER SCIENCE		33000 1		32867 3		22608 1	35000 3		
HEALTH SCIENCES					23088 1				16640 1
ARCHITECTURAL & ENVIRONME			27300 1						
BIOLOGICAL		28500 1			30000 1				10000 1
MATHEMATICS			34200 1	36000 1	28629 3				
PHYSICS				28000 1					
OTHER PHYSICAL & EARTH SC		34000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					26500 6			25000 1	
BUSINESS ADMIN (INCL MGMT					25850 8		22667 3	20260 2	30240 5
ECONOM & FINANCE (BANKING					25200 3	27000 1	40000 1	30000 1	29500 2
HOTEL/RESTAURANT MGMT.									32000 1
HUMAN RSRCS (incl LABOR R							32000 1		
MANAGEMENT INFO SYSTEMS								24000 1	
MARKETING/MARK MGMT (RESR							21600 2	18000 1	28000 10
COMMUNICATIONS	22000 1		16800 1		22000 1				25750 4
ELEMENTARY EDUCATION	10000 1								
LETTERS (incl English, Li							21000 1		18000 1
VISUAL & PERFORMING ARTS					23000 1			30000 1	
HISTORY									30000 1
PSYCHOLOGY			10000 1					25200 1	
SOCIOLOGY			13440 1						25000 1
SOCIAL SCIENCES-OTHER			22500 2	32500 2					
AEROSPACE & AERONAUTICAL					31816 18				
CHEMICAL									36260 5
CIVIL								30700 5	
COMPUTER					33433 3				
ELECTRICAL/ELECTRONIC					35700 10				
INDUSTRIAL					33080 5		31950 2		30000 1
MECHANICAL					31383 15		31500 1	32600 4	35000 1
ENGINEERING TECHNOLOGY					31890 11		29000 1	32693 19	

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
AGRIBUSINESS						24271 23 30000/20000			28250 2
ANIMAL SCIENCES						21640 5			28000 1
OTHER AGRICULTURAL SCIENC						24000 2			
COMPUTER SCIENCE					33920 5		36000 1	28800 1	32000 1
BIOLOGICAL									32000 4
CHEMISTRY							21000 1		24000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	30000 2	24000 7		27000 2					28192 12
BUSINESS ADMIN (INCL MGMT	31819 10	29750 2	27414 7					21000 1	30922 12
DISTRIBUTION MANAGEMENT		24700 1	26700 1						
ECONOM & FINANCE (BANKING	33000 2	23833 3	26200 3	40000 1					29388 9
HUMAN RSRCS (incl LABOR R	30000 1	26000 1	30000 1						27000 1
MANAGEMENT INFO SYSTEMS	32000 1	28800 1	28800 1					26400 1	32050 2
MARKETING/MARK MGMT (RESR	23420 5		25275 16	28700 2					27620 5
COMMUNICATIONS			26000 1						
LETTERS (incl English, Li	20667 3								
HUMANITIES - OTHER	22000 1								
POLITICAL SCIENCE/GOVT	30450 2		21600 1						
PSYCHOLOGY	18000 2								
CHEMICAL	38100 2				31080 1			39000 1	39643 9
CIVIL		32500 2							36000 1
COMPUTER	28533 3	29400 2							34000 1
ELECTRICAL/ELECTRONIC	33696 20 37200/31000	34345 27 55000/31000	34200 1		32400 3			30996 1	37433 3
ENIVRONMENTAL ENGINEERING		26400 1							
INDUSTRIAL	31800 5	33648 6		30000 1					
MECHANICAL	35825 2	32753 6	34000 1		29750 2				38867 9
METALLURGICAL					34800 1	33000 1			
MINING (INCL GEOLOGICAL)						33200 2			
ENGINEERING TECHNOLOGY	32488 5	33900 9	25250 2					23500 1	
AGRIBUSINESS			28500 4						

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
NATURAL RESOURCES								16800 1	
OTHER AGRICULTURAL SCIENC			26100 5						
COMPUTER SCIENCE	31565 21 39000/28000	34947 6		32000 1					
HEALTH SCIENCES			19000 1						
BIOLOGICAL	24000 1								
CHEMISTRY								24000 1	
GEOLOGY & GEOLOGICAL SCI									38500 1
MATHEMATICS		26000 1							
PHYSICS		21000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING		RUBBER PRODUCT	SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING				21600	1			27000	1			25263	5
BUSINESS ADMIN (INCL MGMT	25000	1				22000	1			28000	1	24760	10
DISTRIBUTION MANAGEMENT												24700	1
ECONOM & FINANCE (BANKING				31832	3			14000	1	24567	3	21375	8
HUMAN RSRCS (incl LABOR R												30000	1
MARKETING/MARK MGMT (RESR	25500	2		22500	1			16350	2	23899	6	23080	5
COMMUNICATIONS										23000	1	12500	2
JOURNALISM										21000	1		
LETTERS (incl English, Li								23250	2	26000	1	23300	1
VISUAL & PERFORMING ARTS												18000	1
HUMANITIES - OTHER								21000	1			22825	2
POLITICAL SCIENCE/GOVT										23000	1		
PSYCHOLOGY										26750	2		
SOCIOLOGY										23000	1		
CHEMICAL										38650	2	38875	4
CIVIL												26160	1
ELECTRICAL/ELECTRONIC				28750	2					37750	4	31200	2
INDUSTRIAL	32500	1										34800	1
MECHANICAL				33000	1			35360	1	35525	4	32158	4
ENGINEERING TECHNOLOGY	26000	1								33000	1	33950	5
AGRIBUSINESS												25500	1
PLANT SCIENCES												26640	1
COMPUTER SCIENCE				38400	1					31075	4	30800	1

AVERAGE SALARY OFFERS SEPTEMBER 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ARCHITECTURAL & ENVIRONME							22500 2
BIOLOGICAL			24000 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	28417 169 42000/24000	20486 14	25000 1	26639 18	31121 48 40000/30000	20750 8	29001 7	28945 44 40000/24000	27250 2
BACHELOR - TECHNICAL	31529 7				34571 7	36563 11	32932 19	30937 40 38500/27000	30772 37 37000/27332

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	27069 29 35000/20000		25085 6	26898 42 35000/24120	20900 27 25000/18000	23096 54 30600/19500	40500 2	20000 1	19900 13
BACHELOR - TECHNICAL	36000 8		25000 1	32038 21 38000/28000	22000 1	39000 1			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	24519 4	17750 2	20650 6	26122 9	20820 45 30000/15000	22391 13	21889 3	21336 5	24061 4
BACHELOR - TECHNICAL		33088 8	35800 1	34555 41 39300/32240	20736 8	26658 50 36500/22000	30629 7	26281 8	18867 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	20000 3	16400 1	15629 7	21444 9	26300 2		29510 2	28500 1	27200 10
BACHELOR - TECHNICAL	23000 1			29000 1	32404 30 38480/29000	27333 3	33785 24 36500/32240	28166 8	36803 76 47000/32000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	29049 11	26150 16	26653 17	27975 4	29000 1		22250 2	28500 2	26000 2
BACHELOR - TECHNICAL	34011 48 38000/30000	34002 116 40000/31000	33060 10	36025 16	31320 8		33407 3	34109 32 39000/28000	37896 40 45000/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	23000 1		30250 4	21000 1	21000 3	28382 13	
BACHELOR - TECHNICAL	20000 1	36850 2	32200 5	32800 4		35193 20 41000/32500	

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	31400 5					32000 1		65000 1	
MBA--TECH	21000 1					40000 1		34000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	50000 1	30000 1		34000 1					
MBA--TECH		35000 1							

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				35200 1	34000 1			25717 1	
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									40800 1
MBA--TECH									34210 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	44000 1		43000 2	45000 1					
MBA--TECH	45000 1								

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							30000 1
MBA--TECH						40000 1	36500 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	28362 153 37000/24000	24790 30 31000/20000							23700 2
BUSINESS ADMIN (INCL MGMT	27590 2	22000 2							25610 4
ECONOM & FINANCE (BANKING	27583 6	25809 16	27250 2	26250 2	30682 11	31625 4	23000 1	25500 3	29560 31 60000/25600
MARKETING/MARK MGMT (RESR		24500 1						24000 1	22167 3
LETTERS (incl English, Li					34000 1				
VISUAL & PERFORMING ARTS				32000 1					
HUMANITIES - OTHER					40000 1				
HISTORY									30000 3
POLITICAL SCIENCE/GOVT			22500 1	32000 1	31050 2				30500 1
PSYCHOLOGY					32000 1				
SOCIOLOGY					30500 1				
SOCIAL SCIENCES-OTHER					31000 1				31167 9
BIOENGINEERING & BIOMEDIC									35000 1
ELECTRICAL/ELECTRONIC								34000 1	
MATHEMATICS		28000 1							30020 5

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		27000 1	24120 1						
ECONOM & FINANCE (BANKING	28300 5	26000 1	28833 3						
MARKETING/MARK MGMT (RESR	35000 1	25000 1	24500 3				19000 1		
ADVERTISING							20000 1		16900 1
COMMUNICATIONS							15000 1	25000 1	19000 2
JOURNALISM						16000 1			20000 1
TELECOMMUN/BROADCASTING							20000 1		
FOREIGN LANGUAGES	28000 1							15000 1	
LETTERS (incl English, Li			27000 1						21000 1
VISUAL & PERFORMING ARTS					21000 1	20000 1	22000 1		
HUMANITIES - OTHER					24000 1				22000 1
HISTORY	28000 1							38500 1	21000 2
POLITICAL SCIENCE/GOVT					22000 1				25250 2
SOCIAL SCIENCES-OTHER	22000 1								18250 2
CHEMICAL								30000 1	
COMPUTER							39200 1		
MECHANICAL	37500 1								
SYSTEMS ANALYSIS	36000 1								

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING		23750 1							24667 1
BUSINESS ADMIN (INCL MGMT			26167 3				31380 3		24398 3
ECONOM & FINANCE (BANKING		30171 3	22000 1		27250 2		25250 10		22512 4
HUMAN RSRCS (incl LABOR R					15600 1				
MANAGEMENT INFO SYSTEMS							26000 3		
MARKETING/MARK MGMT (RESR	15500 2	19000 1	25340 3		20000 2		23137 23 29000/18200		
ADVERTISING			21500 1						
COMMUNICATIONS					21000 2		25500 2		21023 1
JOURNALISM	20400 1								
ELEMENTARY EDUCATION							30000 1		
MERCHANDISING MANAGEMENT			25667 3						
FOREIGN LANGUAGES				20800 1			21000 1	10800 1	21023 1
LETTERS (incl English, Li			26500 1		23500 2		21000 4	24000 1	
VISUAL & PERFORMING ARTS	20000 1								
HUMANITIES - OTHER							24667 3		
HISTORY	23000 1	27500 2			27500 2		25000 2		
POLITICAL SCIENCE/GOVT					22000 1		29501 3	21000 1	
PSYCHOLOGY			23000 1				25933 3		
SOCIAL SCIENCES-OTHER	24500 2		25000 1		37000 1		25000 1		
CHEMICAL					37500 2				
COMPUTER							23000 1		
INDUSTRIAL					34800 1				
MECHANICAL							31138 5		

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
AGRIBUSINESS							24500 2		
COMPUTER SCIENCE		28000 1							
BIOLOGICAL							28000 1		
MATHEMATICS							32000 1		

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
FOREIGN LANGUAGES				22000 1					
VISUAL & PERFORMING ARTS			22000 1						
HUMANITIES - OTHER	13500 1								
CRIMINAL JUSTICE		22500 1							
POLITICAL SCIENCE/GOVT	23500 2			25000 1					
AEROSPACE & AERONAUTICAL							35400 1		32280 3
AGRICULTURAL								22067 1	
ARCHITECTURAL			25000 1						
BIOENGINEERING & BIOMEDIC						17000 1			
CHEMICAL								33606 4	35500 1
CIVIL							29515 17	31216 12	
ELECTRICAL/ELECTRONIC							33422 6	31500 1	34453 16
ENIVRONMENTAL ENGINEERING								26000 1	
INDUSTRIAL			28000 1				26252 1		31670 3
MECHANICAL						37500 1	30956 10	31700 2	33435 39 37500/30360
ENGINEERING TECHNOLOGY								35000 1	
INDUSTRIAL TECHNOLOGY									34800 4
BIOLOGICAL						21750 2			22000 1
MATHEMATICS	23000 1								
PHYSICS							31200 2		34420 5

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	30000 1								
ECONOM & FINANCE (BANKING		30000 1			29500 1				
MANAGEMENT INFO SYSTEMS									30000 2
LETTERS (incl English, Li						16000 1			
AEROSPACE & AERONAUTICAL					34100 1		35520 1		31376 2
AGRICULTURAL									22500 2
CHEMICAL		35500 1		31000 1	36175 7	37500 1	38014 59 43000/36500	39500 1	35583 18
CIVIL	32400 1		32400 1		36700 1			28686 6	30764 11
COMPUTER	25000 1		35900 3						33900 1
ELECTRICAL/ELECTRONIC	35725 8	33457 10	38255 4	34199 8	36156 10	30237 8	35400 1	30890 14	34718 54 45000/31800
INDUSTRIAL									33155 4
MECHANICAL		34660 4	37510 1	33086 4	33503 6	32710 10	36573 3	33292 19	32772 61 39000/27332
NUCLEAR					34000 2	32825 2			31975 2
ENGINEERING TECHNOLOGY								32100 1	30919 4
INDUSTRIAL TECHNOLOGY	29000 1				33500 1				
COMPUTER SCIENCE	35000 2	28000 1	32838 16	34700 1	38720 5			31500 1	35567 15
CHEMISTRY			33000 1				37400 1		
MATHEMATICS			34700 3						
PHYSICS	36100 2				30000 1			29000 1	32270 4
OTHER PHYSICAL & EARTH SC					21000 1				

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
VISUAL & PERFORMING ARTS									25000 1
SOCIAL SCIENCES-OTHER									16000 1
HEALTH SCIENCES			18250 4						
NURSING				33784 3					
PHARMACY						45556 9			
BIOLOGICAL									21000 3

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					42000 1				
BUSINESS ADMIN (INCL MGMT	22000 1				25000 1	30000 1	50000 1		
ECONOM & FINANCE (BANKING	28750 2				32000 1	32000 1	30500 1		
MANAGEMENT INFO SYSTEMS					26477 13	34333 3	30625 4		
HUMAN ECOLOGY (HOME ECONO	32500 1								
FOREIGN LANGUAGES					33000 1				
LETTERS (incl English, Li	21000 1	26375 4		17000 1					
HUMANITIES - OTHER		17000 1							
HISTORY			12500 1		20000 1				
PSYCHOLOGY				12500 1					
SOCIOLOGY	18000 1			16344 1					
SOCIAL SCIENCES-OTHER	19600 2	17467 3		17000 1					
COMPUTER					34505 1				
ELECTRICAL/ELECTRONIC						34400 1	35000 1		
INDUSTRIAL					32200 1				
NATURAL RESOURCES									21650 2
OTHER AGRICULTURAL SCIENC									18979 2
COMPUTER SCIENCE					32406 18	34714 7	32168 18		
INFORMATION SCIENCES & SY					29000 1	39000 1			
SYSTEMS ANALYSIS					26000 1		31350 2		
HEALTH SCIENCES			25500 1						
MATHEMATICS					28392 3			32524 17	

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT		29000 3	25000 1	24207 14					
DISTRIBUTION MANAGEMENT				19800 1					
ECONOM & FINANCE (BANKING		30357 21 40000/27000		28385 13		20500 3			21000 1
HUMAN RSRCS (incl LABOR R			26500 2						
MANAGEMENT INFO SYSTEMS		30000 1		30733 3					
MARKETING/MARK MGMT (RESR			12300 1	23094 8					
ELEMENTARY EDUCATION									20683 21 27900/16000
PRE-ELEMENTARY EDUCATION									17000 1
PHYSICAL EDUCATION									14700 2
MERCHANDISING MANAGEMENT				19500 3					
FOREIGN LANGUAGES			17000 1						
LETTERS (incl English, Li				25000 2		18233 3			21234 5
VISUAL & PERFORMING ARTS				16400 1					21091 3
HUMANITIES - OTHER				25000 1		18000 1			
CRIMINAL JUSTICE						21000 2			
HISTORY		29333 3		26500 2		22175 4			25000 2
POLITICAL SCIENCE/GOVT		28750 4		21940 5		22071 7			23443 1
PSYCHOLOGY		25000 1	33000 1	24750 4		19500 1			19500 2
SOCIOLOGY		27000 1			37294 1	23000 1			
SOCIAL SCIENCES-OTHER		29000 9	24000 1	31500 1		21180 5			18233 3
AEROSPACE & AERONAUTICAL		29000 1							
CIVIL		26000 1							
ELECTRICAL/ELECTRONIC		31375 4		34400 3					

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
INDUSTRIAL		31000 3		37800 4					
MECHANICAL		31500 7		36043 7					
INDUSTRIAL TECHNOLOGY		27000 1		31600 1					
COMPUTER SCIENCE		30457 7							22000 1
BIOLOGICAL			33000 1					21000 1	16600 1
CHEMISTRY						22000 1	26000 1	31200 1	
GEOLOGY & GEOLOGICAL SCI		25000 1							
MATHEMATICS		34167 3		25000 1	24063 4				23428 3
PHYSICS									22000 1

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28323 161 37000/24000	25003 49 31000/20000	25667 3	29125 4	31506 18	31625 4	23000 1	25125 4	28938 53 60000/24000
BACHELOR - TECHNICAL		28000 1						34000 1	30850 6

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	28278 9	26000 3	26390 8		22333 3	18000 2	19200 5	26167 3	20575 12
BACHELOR - TECHNICAL	36750 2						39200 1	30000 1	

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	20486 7	26895 7	24966 14	20800 1	24085 13		24713 59 40000/19000	18600 3	22995 10
BACHELOR - TECHNICAL		28000 1			36600 3		26769 10		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	20167 3	22500 1	22000 1	23500 2					
BACHELOR - TECHNICAL	23000 1		26500 2			24500 4	30700 37 40000/26252	31227 22 37000/27322	33554 72 38000/30360

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	30000 1	30000 1			29500 1	16000 1			
BACHELOR - TECHNICAL	34293 15	33544 16	34246 29 41000/30000	33688 14	35220 35 39300/30160	32007 21 37500/27332	37859 65 43000/36000	31842 43 40000/27000	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL			18250 4	33784 3		45556 9			

AVERAGE SALARY OFFERS SEPTEMBER 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 8/9/91 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	23775 8	21863 8	12500 1	15711 4	27567 18	33000 5	33833 6		
BACHELOR - TECHNICAL			25500 1		31607 25 42000/27000	35156 9	32225 21 40000/30000	32524 17	20315 4

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		29547 43 40000/25000	23471 7	24961 58 35000/20000	37294 1	21030 27 25000/18000			20447 41 27900/14472
BACHELOR - TECHNICAL		30775 28 38000/27000	33000 1	35206 16	24063 4	22000 1	26000 1	26100 2	21814 6